4090

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

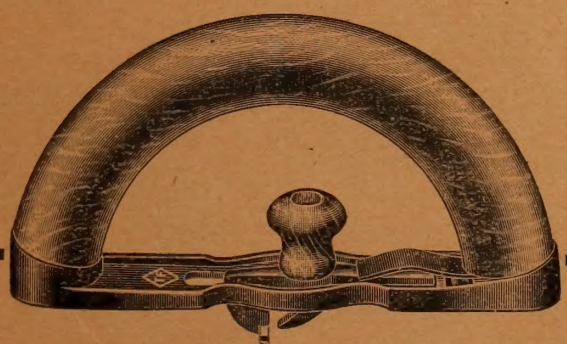
Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 111-127 University Ave. Winnipeg: 511 Union Bank Bldg.
New York: Rooms 1109-1111, 160 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, JULY 2, 1910 NO. 27

BUTCHERS' KNIVES
JOHN WILSONS
CELEBRATED
"PEPPERCORN AND DIAMOND"
BRAND CUTLERY.
TRADE MARK
BUTCHERS' STEELS
Canadian Agents: DORKEN BROS & CO. MONTREAL

FLEUR DE LIS "FLEUR DE LIS" FLEUR DE LIS
Galvanized Iron
Works well and wears well.
John Lysaght, Limited
Makers
Bristol, Newport and Montreal
A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

Guaranteed Flawless



The best handle made for Mrs. Potts' Sad Irons is, by long odds, our

"Malleable" Iron Handle

It is an unbreakable malleable iron casting, combined with apple-wood, and will give your customers satisfactory and lengthy service.

Ask your jobber for Taylor-Forbes Hardware Specialties

Taylor-Forbes Co., Limited
HEAD OFFICE AND WORKS
Guelph - Ontario

TAYLOR-FORBES CO., Limited, 246 Craig St. West, MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B.
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travellers Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENGLAND

The IRONCLAD *Alarm*

Some alarm clocks never need *oiling*—they don't get old enough. But IRONCLADS do—they should be *dry-docked* every other year for cleaning.

They're clocks to make your trade *sit up* and take notice. They can't be knocked down, they can't be knocked out, they *ring* to beat the band.

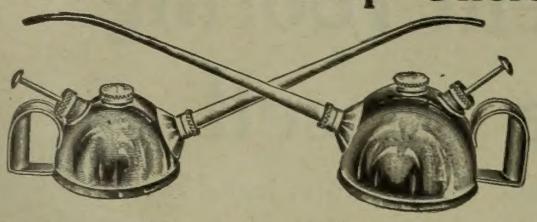
Let your jobber ship you a *squadron* of twenty-four with *your* name on them, they'll *sell* to beat the band.

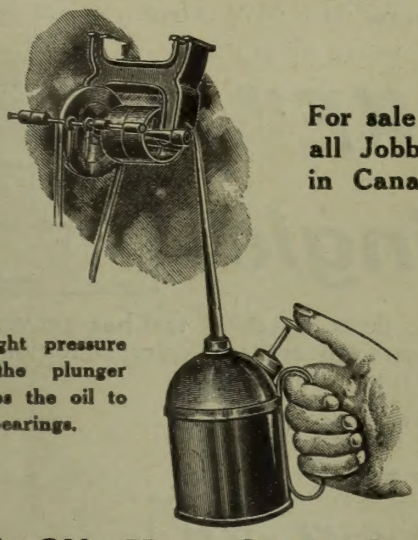


Rings 35 seconds, can be shut off at will. Height 5 inches. Weight 2½ lbs. Packed 12 in a box with advertising matter. Names printed on dials in lots of 24.

Western Clock Co.
La Salle, Illinois.

Howland's Pump Oilers





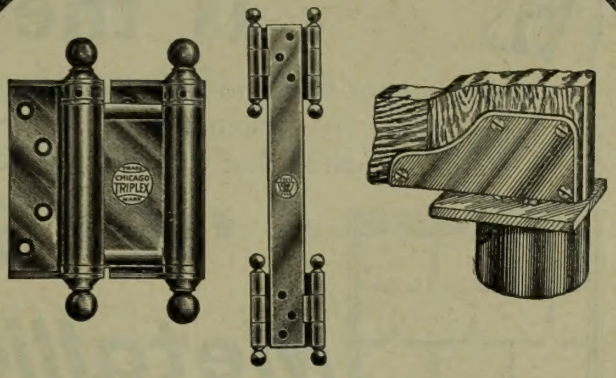
For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Illinois, U.S.A.

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO — NEW YORK

Send for Catalogue M 26

Here are Three FREEZERS THAT SELL





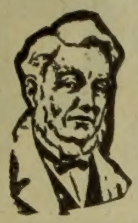


And have sold successfully for nearly a quarter of a Century. They are well advertised from season to season, are in demand and satisfactory to dealer and user.

They are not an experiment, on which you waste time and profits, but perfect in every detail, placing them in the front line of standard goods. They bring trade and help you keep it. ORDER NOW.

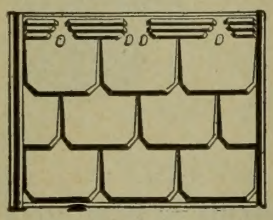
SOLD BY LEADING JOBBERS

NORTH BROS. MFG. CO. Philadelphia, Pa.

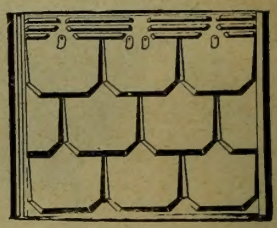


The permanent roofing is the one to sell

You cannot afford to speculate with roofing sales. One faulty, leaky roof may lose your best customers. Sell roofing you **know** will give absolute satisfaction—roofing that will be in perfect condition 25 years from now.



"EASTLAKE" Metallic Shingles



make a **permanent, waterproof** roof. You can guarantee them. **Actual test has** proven **their quality.** Roofs covered with "Eastlake" 25 years ago are in perfect condition. These goods insure profit and reputation—the **only** goods it pays to handle.

Send us measurements of roofs for complete estimates. Write for illustrated price list No. 4. It will help you make sales.

Manufacturers of "Metallic" Building Materials.

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

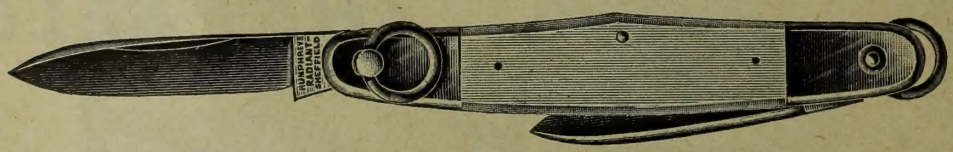
2405

HADDON CUTLERY

The Haddon Brand FIRST QUALITY GUARANTEED



OPEN EASY KNIVES

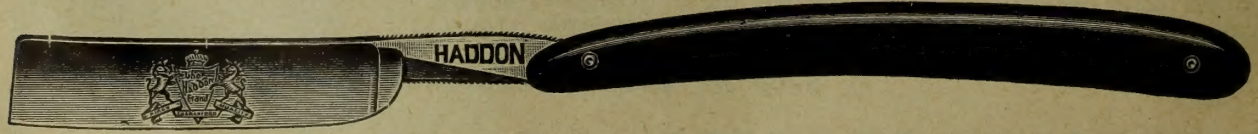


The most easy-opening knife ever invented. Can be opened with the gloved hand. Made in a variety of shapes and materials.



All Haddon Brand Knives are hand made from our famous Haddon Steel. Are warranted to keep a keen cutting edge.

HADDON RAZOR



The **HADDON SAFETY RAZOR** is guaranteed first quality and cannnt be beaten. Simple in action and easy to clean.

These Razors never require grinding: ground extra full hollow, will last a lifetime. The finest Razor ever produced. Made in three sizes of blades ½", ⅝", ¾".
If any of these specialties are found faulty we will exchange.

ALL HADDON SPECIALTIES CAN BE HAD FROM JOBBERS.

SOLE MAKERS, W. R. HUMPHREYS & CO., Limited, SHEFFIELD, ENGLAND.

The Mail Order Season is On

We have the best Hardware " MAIL ORDER DEPARTMENT " in CANADA.

During July and August

there are more Hardware Orders placed in this way than in all the other months in the year combined.

It is not necessary to write " Rush " on any such Orders that you send us, as we ship all such orders the same day.

We have the Goods you want and if we haven't we will buy them (if to be had in the city). It is well known that Montreal shipments reach destination quicker than from any other point in Canada.

If you are not a Customer of this Company, send us a Sample Order and watch how we serve you.

McKirdy's Fly Repellant.

Poultry Netting.

Wire Cloth.

Harvest Tools.

Screen Doors and Windows.

Garden Hose.

Lawn Mowers.

Fly Killers.

Fencing Pliers.

Gas Tubing.



Ice Cream Freezers.

Paris Green.

Sibley Scythes.

Lawn Supplies and Sprayers.

Wire Stretchers.

Post Hole Augers and Diggers.

Fishing Tackle.

Camp Furniture.

Base Ball Goods.

Croquet.

Go Carts and Waggons.

LEWIS BROS., Limited

Address all correspondence to **MONTREAL**

OTTAWA TORONTO VANCOUVER

SOMETHING NEW

UNIVERSAL SLIDES
FOR FURNITURE

Made in three sizes. Universal Slides outsell all other makes on the market.

CHEAPER IN PRICE. BETTER IN QUALITY.



No 1 Large



No. 2 Medium

SEND FOR SAMPLES.



No. 3 Small

WRITE FOR PRICE.

The position of the prongs on the "UNIVERSAL SLIDE" (which feature no other slides have) prohibits the possibility of their projecting through the article on which they are used, also the splitting of the same.

Superior to Casters
WHEN USED ON

Chairs, Parlor Tables, Ladies' Desks, Parlor Cabinets, Hall Racks, Mission Furniture, Music Cabinets, Etc., Etc.

Ask our Travellers to show you Samples.

FROTHINGHAM & WORKMAN, Ltd.

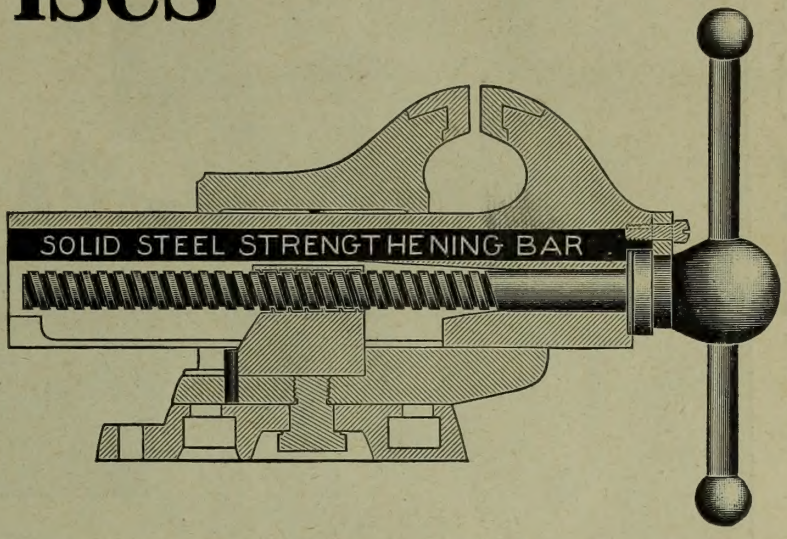
Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

Parker's Vises

Still The Best

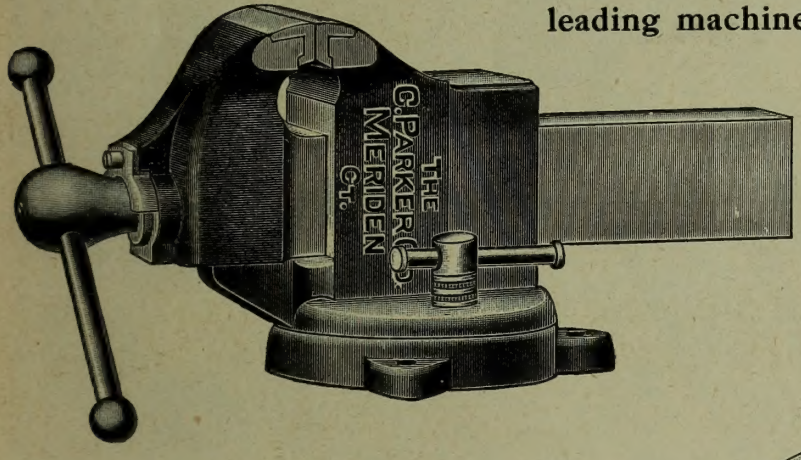
The Steel Jaws can be removed and replaced when necessary.



The Solid Steel Stengthening Bar

makes the slide or movable jaw practically unbreakable.

Low Set Jaws make these Vises popular with Mechanics. "PARKER'S" make are taken in preference to others in the leading machine and railroad shops.

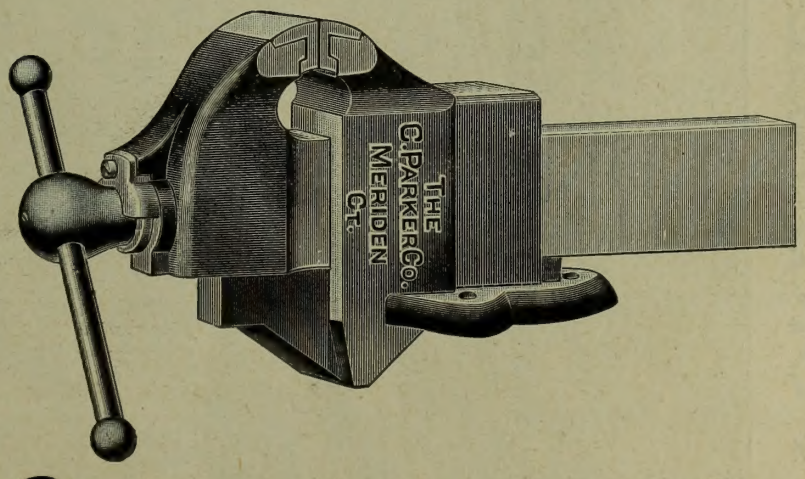


Swivel Base

No.	Width Jaws.	Weight.
229	3¼	35 lb.
239	3¾	53 lb.
249	4¼	73 lb.
259	4¾	92 lb.
269	5½	135 lb.
279	6¼	185 lb.

Stationary Base

No.	Width Jaws.	Weight.
29	3¼	30 lb.
39	3¾	47 lb.
49	4¼	61 lb.
59	4¾	80 lb.
69	5½	115 lb.
79	6¼	134 lb.

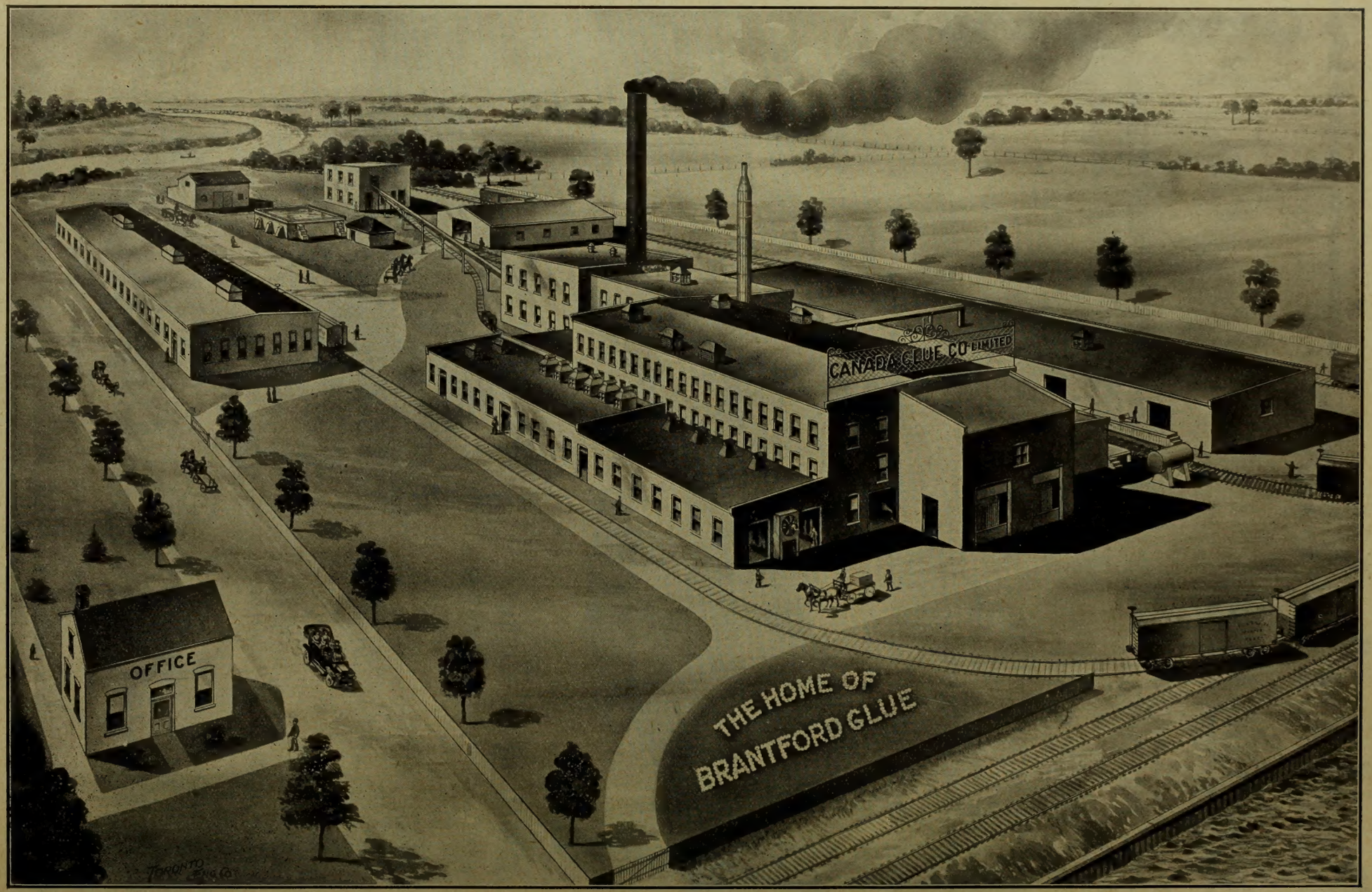


Wholesale Distributors—

Caverhill Learmont & Co

MONTREAL and WINNIPEG

BRANTFORD ALL-AROUND GLUE IS A PRODUCT OF THESE WORKS



"SAMSON" HARVEST TOOLS



"When the people of this day and age pay over their Hard Earned and then come back for more, there is merit in the thing that's sold."—*Elbert Hubbard.*

The continued success of the "Samson" line is not a mere happen-so. There must be a reason!

H. S. Howland, Sons & Co., Limited

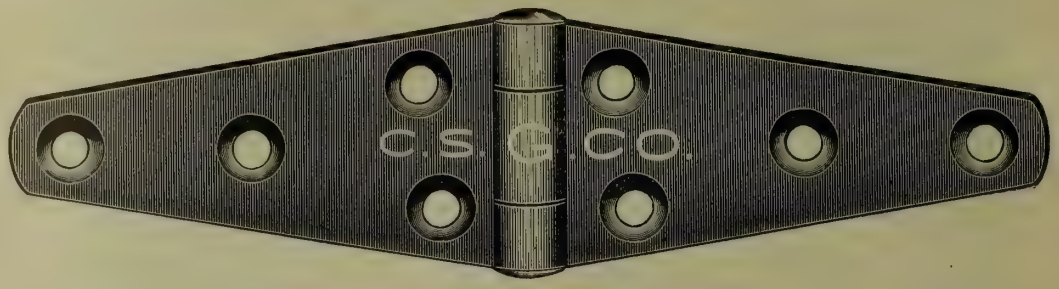
Wholesale Hardware

We Ship Promptly — **TORONTO** — Our Prices are Right

Graham Nails are the Best.

"SOME CLASS"

TO HINGES LIKE THESE



A Hinge of Superior Finish and Workmanship that positively will not bind at the joint.

Sold by all Leading Wholesale Hardware Houses.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

Seasonable Goods

Water Coolers

with or without Carbon Filters



Nicely Japanned in attractive colors and ornamented.

PLATED FAUCETS

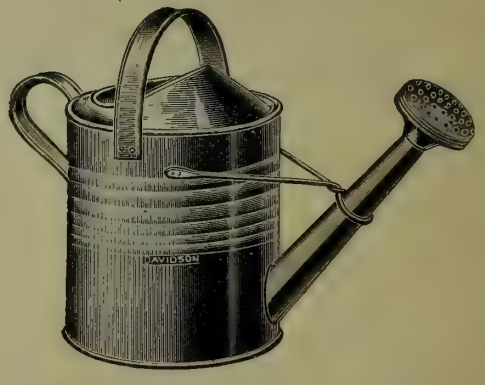
We can supply them in the following sizes:

Without Filter
Gallons: 2, 3, 4, 6, 10, 15

With Filter
Gallons: 3, 4, 6, 10

Each Cooler carefully packed in a separate case —which assures delivery in perfect condition.

Sprinklers



Japanned in Bright Green with Patent Cleanable Rose

7 Sizes. Quarts, 1, 2, 3, 6, 10, 14, 16

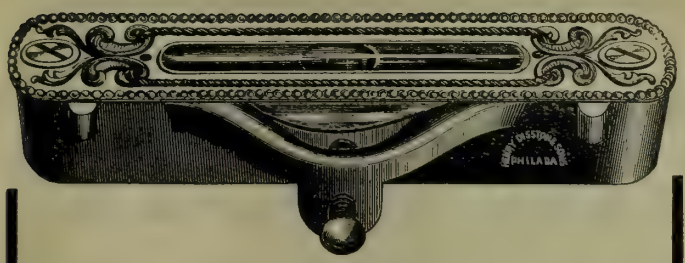
GALAVNIZED

Very Strong and Made to Last

3 Sizes, Quarts 10, 16, 20.

Write for Prices

THE THOS. DAVIDSON MFG. CO., Limited, Montreal and Winnipeg



DISSTON LEVELS AND DISSTON SQUARES---like all Disston Products---are Distinctive. . . . . .

The wood is first-quality stock, well-seasoned and accurately finished. Vials are of the finest flint glass. The liquid cannot freeze. The "bubble" is unerring to the slightest variation.

Particular workmen the world over use DISSTON LEVELS and DISSTON SQUARES.

From every oint of view, they are the best it is possible to buy.

YOU want the best---no doubt about that.

If you are unable to obtain the DISSTON BRAND, write us and we will see that you are properly supplied.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, Pa., U.S.A.

BRANCHES:

Chicago, Cincinnati, Boston, New Orleans, Memphis, San Francisco, Seattle, Portland, Spokane, Vancouver, Toronto.

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



VIEW OF BIRMINGHAM WORKS

Manufacturers of every description of

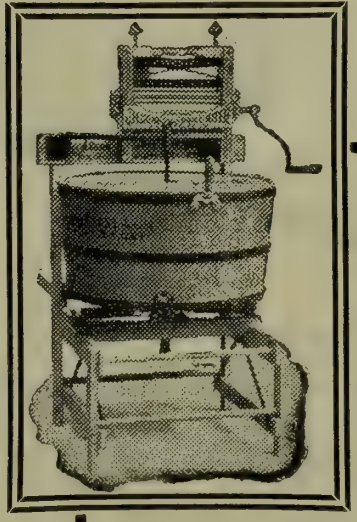
BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed



WASH-DAY

loses half its terrors if the housewife is doing her washing with

CONNOR

BALL-BEARING

WASHER

the newest and best machine for washing clothes. The tub swings on ball bearings, so arranged with springs that the washer **ALMOST RUNS ITSELF.** The boiling soap and water are forced through every thread and fibre of the clothes, cleaning them three times as quickly and much more effectively than by any other method. This machine has proved a ready seller and leaves a good margin of profit.

WRITE FOR DETAILS AND PRICES

J. H. CONNOR & SON, LIMITED OTTAWA

THE

GREENER GUN

FILLS THE HUNTER'S BAG

THIS IS WHAT OUR CUSTOMERS SAY:—

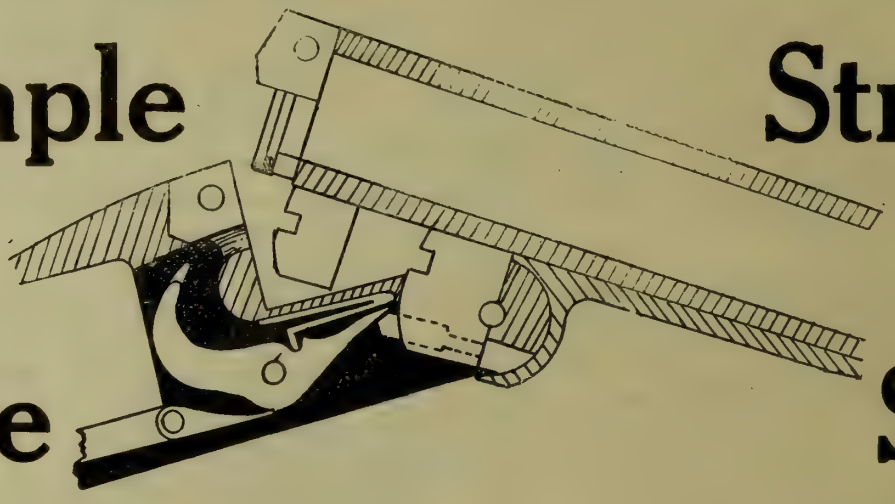
"I am proud to say I have beaten your own trial by putting in 245 pellets with 2¾" cartridges. The pellets of your gun went **clean through** ¾" pine at 40 yards, No. 6 shot, and the pellets of the other maker's guns were plainly visible on the front face of the target. Everyone was surprised at the great penetration of **your gun which fills the Hunter's Bag.**"

M. J., Johannesburg, 18/3/09

This is the Gun YOUR Customers Want

Let them know that you can fill their requirements. We have opened our new depots at 63 and 65 Beaver Hall Hill, Montreal, and 44 Cortlandt Street, New York, and are holding a large and varied stock of GREENER GUNS, so that your orders can be supplied promptly.

Simple Strong



Safe Sure

The Mechanism of the **Greener Hammerless Gun** is the simplest and strongest extant. There are many instances on record where Greener Guns have been in use 20 to 30 years without costing their owners a cent for repairs.

This is the Gun you want to sell.

Satisfaction to your customers means increased business for every line you handle. Greener Guns give gratification and will bring contented clients to your store.

WRITE RIGHT NOW FOR CATALOGUE NO. 24.

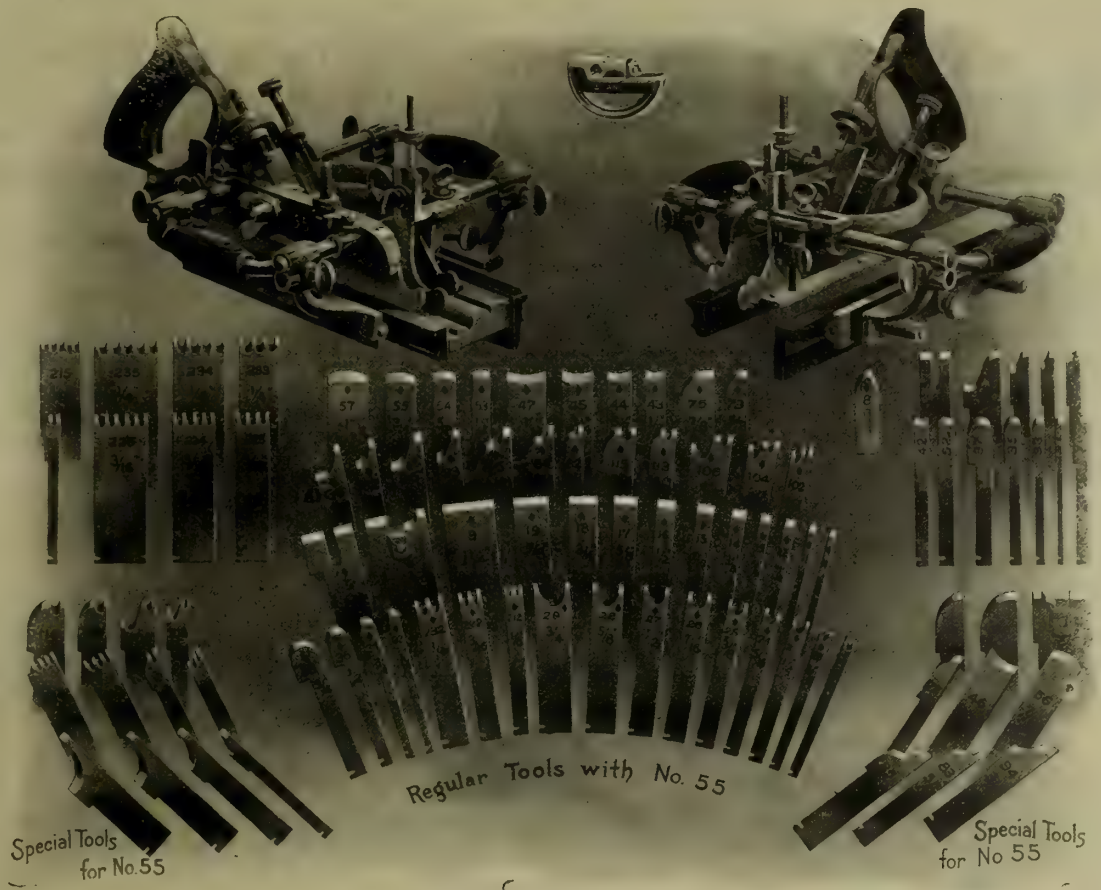


W. W. GREENER

63 and 65 Beaver Hall Hill, MONTREAL, CAN.

44 Cortlandt Street, NEW YORK, U.S.A

Works, Birmingham



Copyright 1909, Stanley Rule and Level Co.

Stanley Tools

"55"

A Planing Mill Within Itself

THE "**55**" Plane will do a greater variety of work than can be done with a full line of so-called fancy planes. It is 10 inches long, WEIGHS ONLY $7\frac{3}{4}$ LBS. (with 93 cutters 11 LBS.), and REPLACES practically the complete line of fancy planes weighing, probably, 90 LBS.

¶ The regular Equipment sent with this plane comprises the 52 CUTTERS marked ◆. A further line of 41 Special Cutters is regularly made. Send for Catalogue containing directions for use.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN. CONN. U.S.A.

EVERY TOOL GUARANTEED

IN DIRECT TOUCH

Old soldiers tell us that there is wonderful inspiration in the touch of elbows, the advance shoulder to shoulder of comrades in battle.

So it is in business. We need the help—the confidence—of close contact. In other words, co-operation wins in the life-game of selling merchandise.

Our Dealers' Aid Department is intended to give you the help and encouragement you need to get the greatest benefit out of

ASBESTOS SAD IRONS

We like the "touch of the shoulder"—the sense of comradeship with our friends who sell **ASBESTOS SAD IRONS** to the actual users.

To get the closest co-operation of each selling unit we have divided our list of dealers into four divisions, as follows;

1. The Window Display boosters.
2. The Newspaper Space users.
3. The Circular and Mailing List pushers.
4. The House Organ publishers.

You may belong to one or several of these classes. Let us know which of the special lists you care to have your name appear in so that you will receive whatever we have to offer in the particular kind of advertising you make your hobby.

A card addressed to our Dealers' Aid Department with the words "put me on list No....." will put you into the closest touch with our organization and get for you the maximum profit from **ASBESTOS SAD IRONS.**

The Dover Manufacturing Company

Canal Dover, Ohio



Make Big Profits Selling Knickerbocker Spraybrushes



Knickerbocker Spraybrush No. 1

Like a Dip at the Seashore

A BATH with the KNICKERBOCKER FOUNTAIN SPRAYBRUSH is as delightful and beneficial as the vigorous splash at the seashore. Each of the hundreds of tiny rubber tubes or "teeth" is converted into a minute fountain or spray the moment the water is turned on. Ideal for shower, shampoo and massage. Gives more efficient and altogether satisfatory service than $75.00 overhead showers, at only $2.00, $3.00 $4.00 according to style. Supplies a rich man' bath at a price every man and woman can afford.

Your Customers

will buy 3 dozen within 60 days. They sell on sight and those who buy recommend them to all their acquaintances. Every sale will bring you three to five more.



Our Co-operative Plan

forces instant demand. We furnish sales compelling booklets, display cards and circulars bearing your imprint with the goods. Send us list of *best* customers and we will mail strongly written letters, postage paid by us, to them requesting that they call at *your* store and look over your stock. Hundreds of our dealers testify to the effectiveness of this plan.

Absolute Guarantee

Every Spraybrush is absolutely guaranteed—this makes selling easy. Any one who purchases a KNICKERBOCKER SPRAYBRUSH may return it if it is found unsatisfactory within 10 days and purchase price will be refunded. We *back up* every dealer in making this guarantee to his entire trade.

Big Summer Demand

THE leading dealers in every section of the country are reaping a rich harvest of profits selling this popular summer specialty. We are now filling hundreds of *repeat orders* from those who have placed orders within the last 30 days. "Good all sold—ship double my last order by express"—this is a sample of the way orders are pouring in daily by wire.

Our Extensive Summer Advertising Campaign

Will send a steady stream of purchasers to every store where our bath-room appliances are sold. Here is the effective list of standard publications we are using to bring valuable business to you:

Everybody's **Collier's** **Review of Reviews** **Literary Digest** **Progress**
Munsey's **Scribner's** **Saturday Evening Post** **Hampton's** **American**

The Best Season

To sell Spraybrushes *is here now.* All during the hot summer months sales will be exceptionally brisk.

An Attractive Window Display

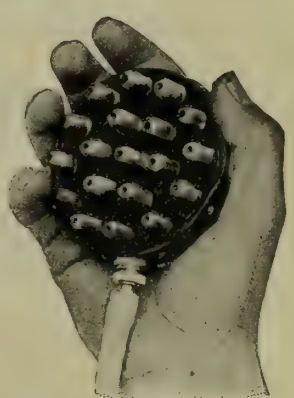
Will quickly sell your first assortment and create a demand for many more. We furnish FREE display cards, illustrated booklets, etc., for advertising—everything needed to make quick sales from the start.

Best Selling Assortments—50% Profit

Assortment No. 1. ½ doz. Spraybrushes, net price, - $10.75
Retails $16.00. Your profit $5.25, almost 50%.

Assortment No. 2. 1 doz. Spraybrushes, net price, - 21.08
Retails $32.15. Your profit $11.07—53%.

Assortment No. 3. 3 doz. Spraybrushes, net price, - 60.02
Retails $96.30. Your profit $36.28—59%.



Shampoo Brush No. 7

With rubber ducts to simulate finger tips. Gives the ideal massage and shampoo.

Wholesale Distributors Handling Knickerbocker Spraybrushes:

All of the wholesalers given in the following list can ship any assortment of KNICKERBOCKER SPRAYBRUSHES desired immediately upon receipt of your order. They represent the most progres ive and reliable class of jobbers in their respective lines in the country. They take no chances either on quality or salability of merchandise. They know—they test and make sure before buying. The fact that they are distributors of KNICKERBOCKER SPRAYBRUSHES is a sufficient guarantee to you of the goods. Place an order for an assortment through one of the wholesalers listed below and it will have prompt and careful attention.

Buhl Sons Co.	Detroit, Mich.	C. M. McClung & Co	Knoxville, Tenn.
James B. Clow & Sons	Chicago, Ill.	A. Y. McDonald Manufacturing.	Dubuque, Ia.
Edwards & Chamberlain Hdw. Co	Kalamazoo, Mich.	McIntosh Hardware Co	Cleveland, Ohio
Famous Manufacturing Co.	Grand Rapids, Mich.	W. W. Montague & Co.	San Francisco, Cal.
Garver Hardware Co.	Des Moines, Ia.	Morley Bros	Saginaw, Mich.
A. Harvey Sons Mfg. Co.	Detroit, Mich.	National Drug and Chemical Co.	
Hibbard, Spencer & Bartlett	Chicago, Ill.	Rundle-Spence	Milwaukee, Wis.
Hulman & Company	Terre Haute, Ind.	Schwabacher Hardware Co.	Seattle, Wash.
Jones Hardware Co.	Richmond, Ind.	Simmons Hardware Co.	St Louis, Mo.
King Hardware Co.	Atlanta, Ga.	Spokane Hardware Co,	Spokane, Wash.
Kretschmer Manufacturing Co.	Dubuque, Ia.	Schwabacher Hardware Co.	Seattle, Wash.
Lymans, Limited	Montreal	W. A. L. Thompson	Topeka, Kans.
McCambridge-Cooper Co.	Philadelphia, Pa.	U. S. Supply Co.	Omaha, Neb.
Walker Manufacturing & Supply Co.	Detroit, Mich.	Clark Witbeck	Schenectady, N.Y.

Let us send you dealers' folder and net price list showing liberal profits to you on complete line.

THE PROGRESS COMPANY

919-210 Monroe Street **CHICAGO, ILLINOIS**



No. 35



No. 37



No. 39

These Newspaper Electros Free

To Fishing Tackle Dealers

In addition to the Brook Trout No. 35, Bass No. 37 and Muskallonge No. 39 we will send you if you specially ask for them, No. 36, Lake Trout; and No. 38 Perch cuts. Send the coupon and start these cuts running in your paper. They will bring trade to your store.

The Horton Mfg. Co.
Bristol, Conn., U.S.A.

The Horton Mfg. Co. **Bristol, Conn.**

Please send free newspaper electros Nos. 35, 36, 37, 38, or 39. Mark X over the numbers wanted.

Name.....

Street Address.....

City..... State.....

H&M

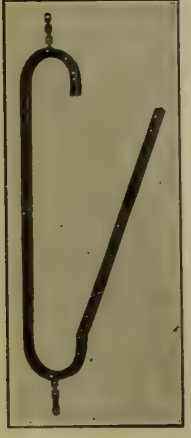
Simonds "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. **Montreal, P.Q., Vancouver, B.C., St. John, N.B.**



Patent Pending
OPEN

Beath's Stanchion Cow Tie

A MARVEL OF SIMPLICITY, STRENGTH and RELIABILITY

Excels in Every Point—Good Appearance—Absolutely Noiseless—No Springs—Sanitary
Made of High Carbon U Bar Steel—Extra Heavy
Hinge and Lock Simple, Easy working and Strong—No trappy mechanism to get out of order

Every farmer building new barns or remodelling their stables should adopt Beath's Stanchion Cow Tie. Used and endorsed by leading stock men everywhere.

There's Money in this Line for the Dealer!

Write for prices and discounts. **W. D. BEATH & SON, Limited** TORONTO Canada



Patent Pending
CLOSED

WE HAVE

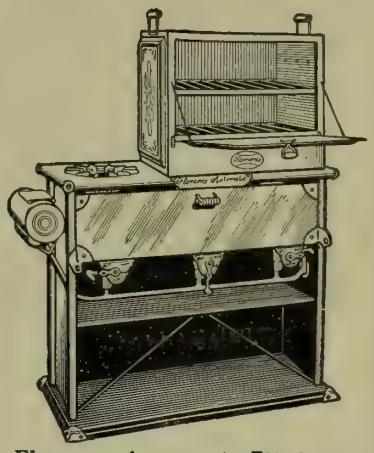
MODEL, ICEBERG and LEONARD Refrigerators



Iceberg Refrigerator

also

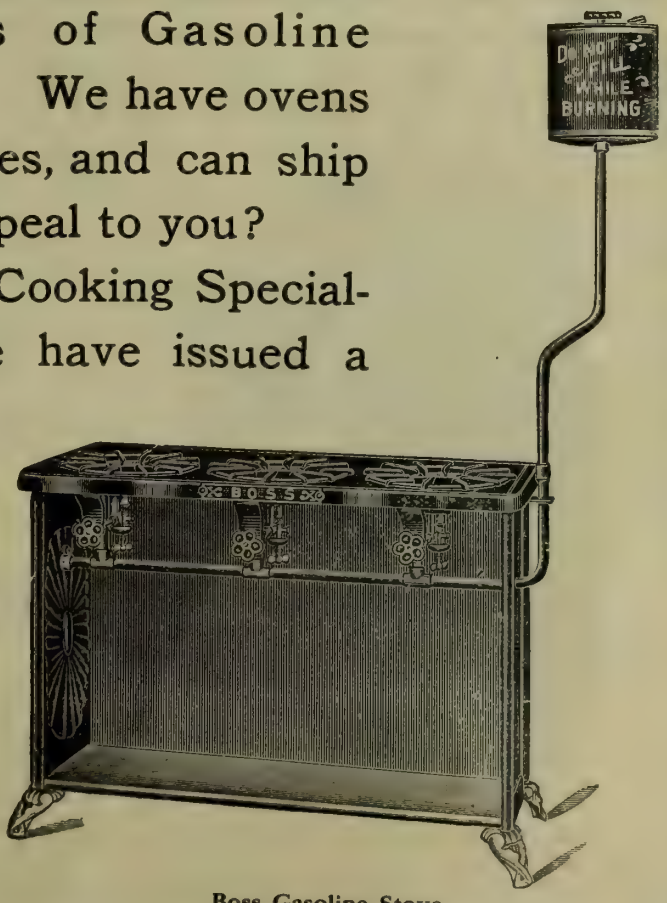
White Mountain Freezers



Florence Automatic Oil Stove and Oven.

We carry two of the best lines of Oil Stoves, viz. Florence Automatic and Model. Also two high-class lines of Gasoline Stoves: Ideal and Boss. We have ovens in all sizes for these stoves, and can ship promptly. Does that appeal to you?

Our stock of Summer Cooking Specialties is complete and we have issued a booklet describing them, if you have not received one yet let us know.



Boss Gasoline Stove.

McCLARY'S

LONDON TORONTO VANCOUVER
ST. JOHN, N.B. MONTREAL
WINNIPEG HAMILTON CALGARY

Superior Jewel Furnaces

PORTABLE OR BRICK SET

No. 200 SERIES

Steel Combustion Dome and Reverse Draft Pipe. Heating capacity from 12,000 to 15,000 cubic feet.

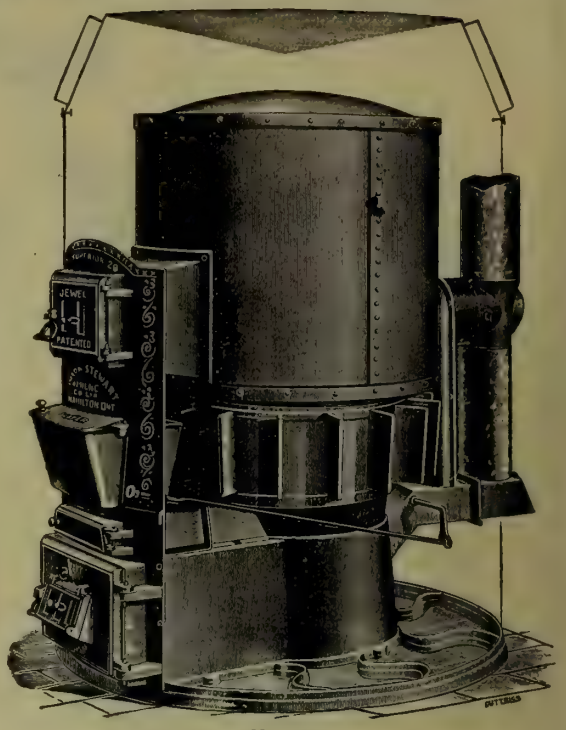
IMPORTANT FEATURES—Heavy Base Ring; Large, Deep Ash Pit; Large Ash-Pit Door; Revolving Sectional Grate; Sectional Flanged Fire Pot; Large Double Feed Doors; Heavy Steel Dome with Cast Iron Top; Special Damper and Dust Box to carry off dust.

We manufacture different styles of furnaces for all purposes.

The

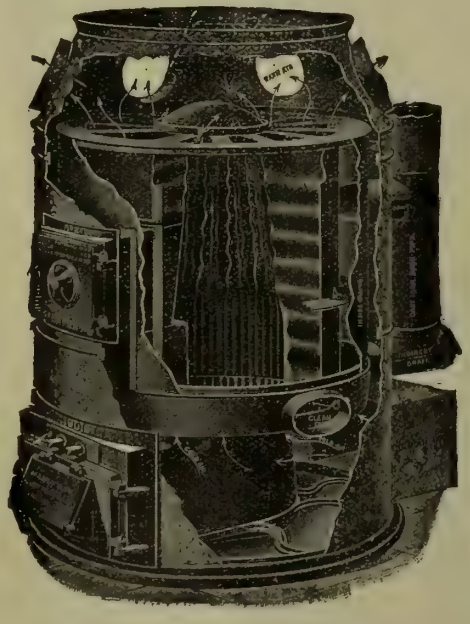
Burrow, Stewart & Milne Co.
LIMITED

HAMILTON, - ONTARIO



No. 230

WHAT ARE YOU TRYING TO SELL IN THE HEATING LINE



That you could show to a buyer wanting:

A Heater different from a globe stove furnace.
A Heater more efficient and economical.
A Heater that will heat his home uniformly.
A Heater that will not waste heat up the chimney.
A Heater that does not heat the cellar.
A Heater that supplies large volumes of fresh air properly and most economically warmed.

Look into the Construction of the

Kelsey Warm Air Generator

With the ZIG-ZAG HEAT TUBES

You'll have to admit its power and efficiency. You can't help but realize its talking points and advantages in weight, heating surfaces and methods of warming air.

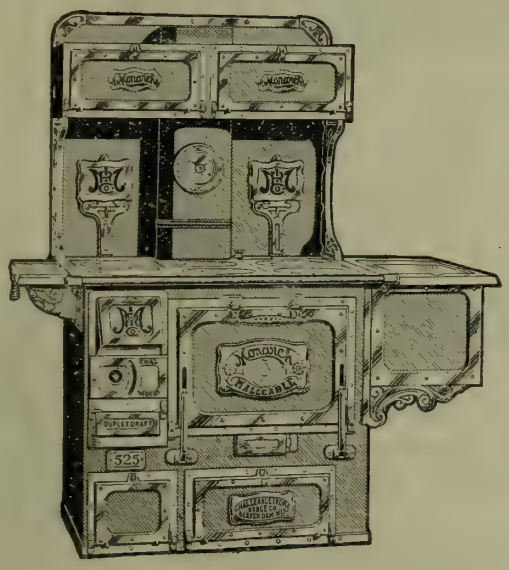
Buyers will accept and "insist on the best" if only shown the difference. Take the Kelsey Agency, and for your own good and theirs show them what the Kelsey is and what it does.

Send now for Kelsey Booklets and Agency Proposition.

The James Smart Mfg. Co., Limited, WINNIPEG, MAN. BROCKVILLE, ONT.

Monarch MALLEABLE

The "Stay Satisfactory" Range



You can now secure MONARCH Ranges direct through our own representatives.

MONARCH Ranges are built of Malleable Iron, because it is **stronger** and **tougher** and stands more abuse than common cast iron.

All joints and seams are **riveted** onto malleable iron frames.

A riveted joint always stays **tight**—there is no stove putty to fall out—no castings to crack.

You can send a **MONARCH** Range out of your store, feeling sure that it will make a **satisfied** customer—in short, that it will **"Stay Satisfactory."**

The ranges we built and sold ten years ago are still giving good service—they are the best assets of our business to-day.

We are looking for live dealers in all parts of Canada to take up and carry the exclusive sale of **MONARCH** Malleable Ranges in the territory they represent.

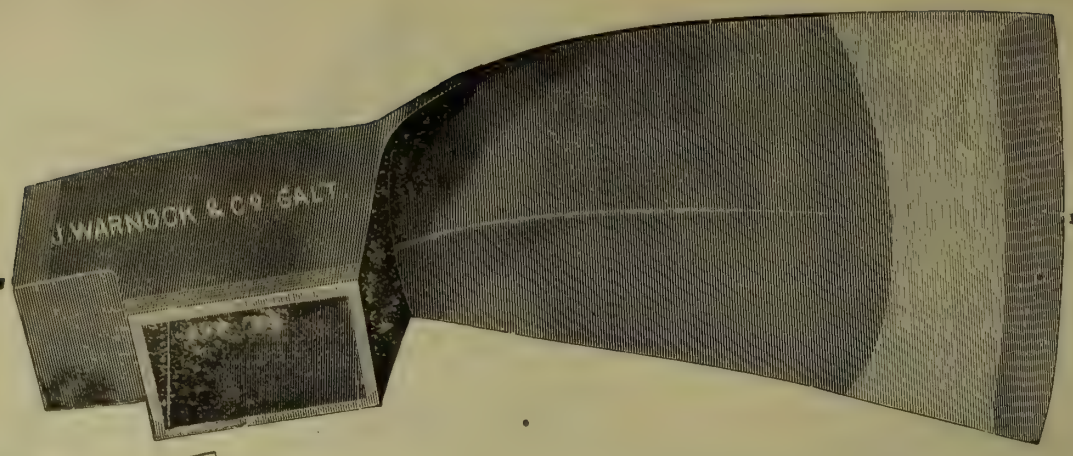
In your taking the **MONARCH** Agency you will have our personal co-operation in developing your territory on the same plan that has made the wonderful success of **MONARCH** Ranges in the States.

When you sell **MONARCH** Ranges you are building future business. We can show you with actual proofs how we can bring your sales into higher levels than you've ever had before.

All shipments are made direct from Canadian warehouses. Write us at once for our No. 10 catalog, with prices quoted F. O. B. Winnipeg. Let us show you how "Our Plan of Assistance" will increase your range business with better profits.

MALLEABLE IRON RANGE CO.

Beaver Dam, Wisconsin





ALLAN HILLS SHEFFIELD STEEL ADZES

are of the quality that makes pleased customers. Warranted flawless in quality, shape and finish. Sold by all jobbers.

Allan Hills Edge Tool Co., Ltd.
Galt, - - - - - Ontario

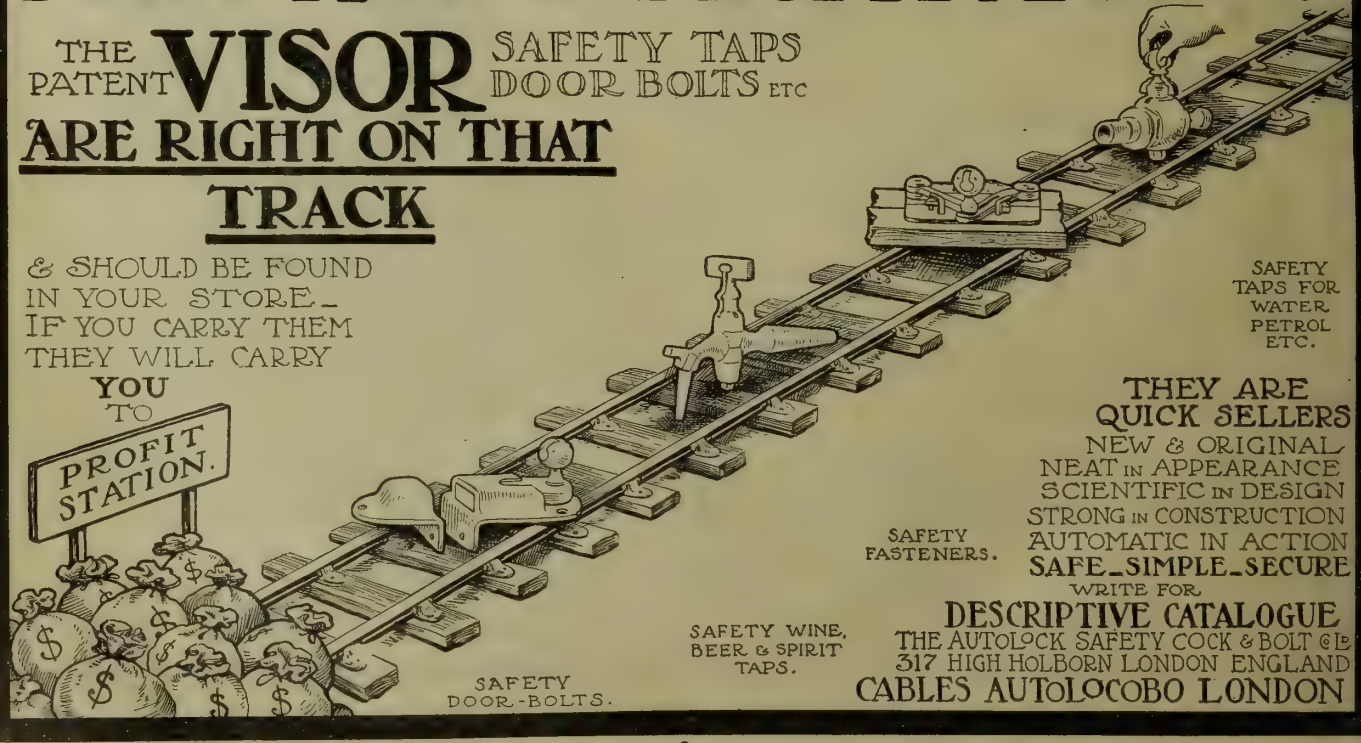


YOU MUST KEEP ALONG THE MAIN TRACK TO PROFIT-MAKING.

THE PATENT **VISOR** SAFETY TAPS DOOR BOLTS ETC

ARE RIGHT ON THAT TRACK

& SHOULD BE FOUND IN YOUR STORE. IF YOU CARRY THEM THEY WILL CARRY **YOU** TO



THEY ARE QUICK SELLERS

NEW & ORIGINAL
NEAT IN APPEARANCE
SCIENTIFIC IN DESIGN
STRONG IN CONSTRUCTION
AUTOMATIC IN ACTION
SAFE-SIMPLE-SECURE

WRITE FOR
DESCRIPTIVE CATALOGUE

THE AUTOLOCK SAFETY COCK & BOLT C[o] LD
317 HIGH HOLBORN LONDON ENGLAND
CABLES AUTOLOCOBO LONDON

Some Facts You May Not Know About "Brantford" "Roofing"

Here are some facts about Brantford roofing that will be of interest to merchants who believe in handling goods of the highest quality.

First fact is this: The pure wool felt we use for Brantford Roofing is made to our own rigid specifications in the most modern felt mill in America. It costs us 33 1-3 per cent. more than for ordinary commercial grades.

The Asphalt, with which the felt is saturated, is refined until it becomes 99 per cent. pure. So called "Trinidad" Asphalt is only about 45 per cent. pure.

That speaks for the quality of our materials.

Another fact you should know is this. Brantford Roofing is accepted for use in the most congested fire district in Toronto. We have a certificate from Chief of Fire Dept. and City Architect to that effect. Do you know of another ready roofing having a like certificate?

Here is another fact: Brantford Roofing will not turn brittle in zero weather. It can be laid during the coldest days, without fear of cracking the roofing.

Brantford Roofing is neatly packed. It is protected with patent metal ends and always reaches you in good condition. It never sticks in the roll, either.

Perhaps you had no idea Brantford Roofing had so much class about it? You know now. So write us at once for the exclusive agency in your town. There is a good margin of profit in Brantford Roofing, and we are loyal to our agents. We don't compete with them. We help them get business.

Brantford Roofing Co., Limited, Brantford, Canada

Winnipeg Agents: General Supply Co. of Canada, Limited, Market and Louise Sts. Montreal Branch: 9 Place D'Youville

Bell Brand Horseshoes

TRADE MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited	BELLEVILLE
Toronto Bolt and Forging Company, Limited	SWANSEA, SUNNYSIDE
Gananoque Bolt Company, Limited	GANANOQUE
Brantford Screw Company, Limited	BRANTFORD

Head Office - - - - TORONTO, ONTARIO

A small want ad. will bring replies from all parts of Canada



MACKIE & RYAN

Hardware and Coal Merchants
Plumbing, Steam and Hot Water Heating
Stoves, Ranges and Furnaces

Pembroke, Ont., March 5th, 1907

HARDWARE AND METAL,
Toronto

Gentlemen:—

We are pleased to acknowledge receipt of your favor of the 4th inst., enclosing another lot of letters to our advertisement in your Condensed Ad. Column.

We wish to thank you for your promptness in sending to us any replies that came to you, and also compliment you on the excellent results we have obtained from this advertising. We have received upwards of *seventy enquiries* from Hardware men in all parts of Canada and *have been able to secure the goods we asked for in our Ad.*

We do not know of any other means whereby we could have reached as many of the Hardware trade as we have through your columns; writing to as many as we could get the names of would not have been as satisfactory and would have entailed a great deal of trouble and cost.

We have frequently used your Condensed Ad. Column when in want of Clerks, Plumbers or Bookkeepers and have always been well pleased with results.

Yours truly,
(Signed) MACKIE & RYAN,
Per W. D. Dewar.

The "WANT AD." in question cost 55 cents.
Rates: 2c. per word for first insertion.
1c. " " " for subsequent insertions.
5c. additional for box number.
Send cash with order.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

AGENCIES WANTED

THE HOMES' HELP, No. 20 Charlotte St., Port-of-Spain, Trinidad, B.W.I., are prepared to receive consignments, also agencies throughout Canada. Correspondence solicited. (32)

BUSINESS CHANCES

FOR SALE—A1 hardware business in western Ontario. Stock about $15,000. Net profit last year $10,000 (ten thousand dollars). Good premises, reasonable rent, either whole or half interest. Senior partner retiring. Box 1009, HARDWARE AND METAL, Toronto. (29)

RENT OR SALE—A first-class store for hardware or plumbing. Toronto west end. Growing section. No opposition. Includes living apartments. Reasonable price. L. J. LUGSDIN, 79 Adelaide St. East, Toronto. (29)

FOR SALE—Retail hardware business, established 20 years ago by Geo. B. Morris and conducted by the present owners for the last 4 years. In connection with the winding up of the existing partnership, the business is offered as a going concern. Correspondence invited. McMillan Bros, Guelph. (25tf)

FOR SALE—In live central British Columbia town—fruit and vegetable growing district, getting better every year—a clean, well-kept hardware stock. Fine store, low rent. Plumbing and jobbing shop in connection. Stock about $13,000; net profits last year over $5,000. Proprietor has to give attention to other business. Favorable terms to right man. A splendid opportunity for energetic man who knows the business. Address Box 1008, HARDWARE AND METAL, Toronto. (29)

HARDWARE AND MACHINE BUSINESS FOR SALE in one of the best new towns in Southern Alberta; turnover for 1909, $30,000; stock $9,000. Will sell or rent buildings. Box 1006, HARDWARE AND METAL, Toronto. (32)

HARDWARE AND TIN BUSINESS FOR SALE—Ontario town. Attractive business centre. Always strong trade conditions. Stock $14,000. Turnover $45,000. Terms easy. Full money payment not required. Would consider competent and desirable man for partner. Apply Box 998, HARDWARE AND METAL, Toronto. (25tf)

FOR SALE

FOR SALE — Set second-hand tinner's tools, in good condition. JOHN DUFTY, Broadview, Sask. (31)

FOR SALE—An old established Hardware, Heating and Plumbing business in a city of nearly 100 000. Address Bruce, HARDWARE AND METAL, Toronto, Ont. (31)

HARDWARE, TINWARE, PLUMBING and coal business for sale. One of the best manufacturing and prosperous towns in Ontario. Fine premises, centrally located, for sale or rent. Stock about $7,000; turnover 1909, $21,000. Rate on dollar; easy terms. Must be sold owing to death of partner. Apply Weppler & Helwig, Hanover, Ont. (30)

FOR SALE—Bal nce of stock in whole or in part of established and going hardware business at Brampton, Ont., to wind up concern owing to death of proprietor. Included in above or sold separate are 32 boxes Canada Plates (half-and-half), 3 cases of iron 30x96 and 1 case 24x96. Apply Bright & Thayer, Brampton, Ont. (28)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ANY MAN who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. In case of loss or delay prompt refund is arranged or new Order issued.

BUSINESS MEN, professional men, merchants and church workers, find innumerable uses for Fulton Sign and Price Markers. The Fulton Rubber Type Company of Elizabeth, N.J., are makers of Ink Pads, Daters and Business Outfits of high quality. Sold by all stationers. A. R. MacDougall & Co., Toronto, Canadian Agents.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

DISPLAY YOUR GOODS to better advantage by using up-to-date fixtures. We are specialists in planning stores and offices. Get catalogue "J." which contains illustrations of many new features and several handsomely equipped stores and offices. Jones Bros. & Co., Ltd., 30-32 Adelaide Street W., Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

ERRORS AVOIDED, LABOR SAVED—Using the Shouperior Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet, perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full inquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

IF YOU have been afflicted with one of those fountain pens that won't write when you want it to, or leaks when you don't want it to, give it away to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Co., Toronto, sole agents for Canada.

KAY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in Carpets, Rugs, Furniture, Draperies, Wall Papers and Pottery, with cash prices. Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

KEEP ACCOUNTS WITHOUT BOOK-KEEPING. Formerly accounting meant keeping books. Today you can keep accounts cheaper, better, quicker and more accurately by discarding all books and installing a McCaskey Account Register. Don't be skeptical—investigation costs nothing. Write to-day. Dominion Register Co., Ltd., 100 Spadina Ave., Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto. (tf)

SAVE 50% OF COST of handling merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

THE National Cash Register Company guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WE ARE OFFERING A FEW SPECIAL BARGAINS in Remington and Smith Premier Typewriters. These are real bargains. The Monarch Typewriter Co., Ltd., 98 King Street West, Toronto.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Ltd., 33 John St., Hamilton, Ont. (tf)

WHEN buying bookcases insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

725,000 MERCHANTS use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

PARTNER WANTED

DESIRABLE BRIGHT MAN, with experienced competency to enter as partner in one of the best, strongly established, happy going hardware and tin business institutions in Ontario. For interesting particulars apply J. M. ROBERTSON ESTATE, Tweed, Ont. (tf)

SITUATIONS WANTED

TRAVELLER, A1 man well acquainted with hardwaremen throughout Ontario and now with prominent wholesalers is open to improve position. Box 1011 HARDWARE & METAL, Toronto. (28)

WANTED — Situation by energetic man of 38. Good buyer and salesman. Honest and reliable. Used to taking sole control of hardware department of large provincial store in England. J. Taylor, Willow Bunch, Sask. (27tf)

WANTED—Situation as hardware clerk. About one year's experience. References if required. Frank R. Maines, Tweed, Ont. (28)

SITUATIONS VACANT

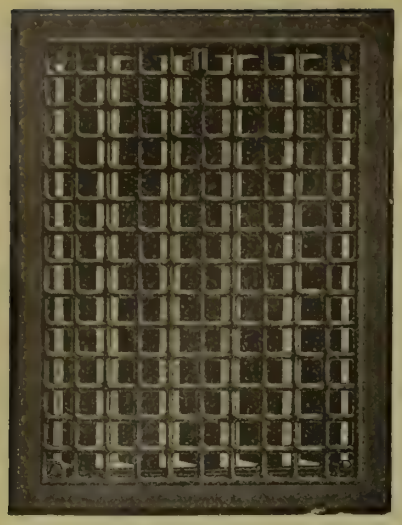
WANTED—An A1 man to take charge of a well established Winnipeg hardware, plumbing and heating business. Good salary. Would prefer a man with from $1,000 to $2,000 to invest in business. This is a splendid opportunity for the right man. Box 7, HARDWARE AND METAL, 511 Union Bank Building, Winnipeg. (26tf)

WANTED—Young man with two or three years' experience in general hardware, to take position as junior clerk. Must be able to furnish best of references. Smart and capable and must possess ambition. Apply to GILPIN BROS., Orillia, Ont. (25tf)

WANTED a tinsmith for Western Town, steady job for good man. Apply Manitoba Hardware & Lumber Co., Miniota, Man. (18tf)

WANTED—Energetic, up-to-date thoroughly posted hardware man for Manager Retail Department, general hardware, stoves, sporting goods, etc. by concern doing large general hardware, jobbing and mill supply business. Good position for the right man. Give experiences, references, age and salary expected. Address, Box 989, Hardware and Metal, Toronto. (19tf)

WANTED — Salesman for Wholesale Hardware House to do British Columbia. Good salary, efficient man who can shew results. Box 1010 HARDWARE AND METAL, Toronto. (25)



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed. Non-breakable. Largest Air Space. Low Prices.

Get our Catalogue.

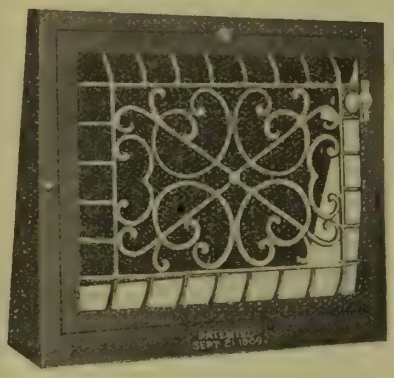
The HART & COOLEY CO.

Factories:
NEW BRITAIN, CONN.

Selling Agents:
GURNEY FOUNDRY CO.

Montreal, Toronto, Winnipeg, Vancouver and Calgary





'GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

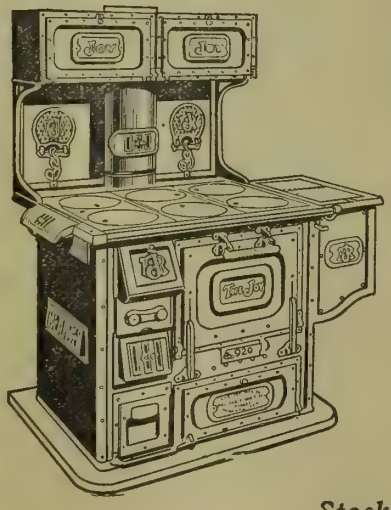
The price ? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario

The Joy Malleable



Is the most perfectly constructed malleable range on the market.

You'll say so yourself when you have examined it and compared it with other malleable ranges. It is warranted not to warp, crack or break. We are ready to ship promptly these sizes:

No. 8, 18, Square and High Closet
No. 8, 18, Reservoir and High Closet
No. 9, 26, Square and High Closet
No. 9, 26, Reservoir and Closet

Stocks carried in Toronto, Winnipeg and Vancouver.

The CANADIAN HEATING & VENTILATING CO.

Owen Sound, Ontario **LIMITED**

Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man.
M. C. Drew & Son, Vancouver, B.C.



The Moorish Sidewall Register.

The Bull's Eye of Perfection

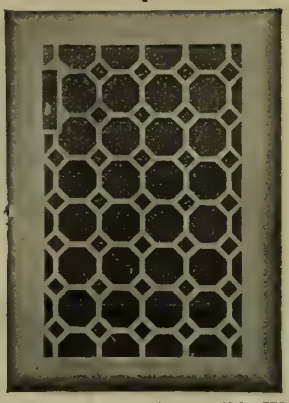
REGISTERS, FACES BORDERS

"Made in Canada" Our new plant is in full working order making all known sizes, shapes and finishes.

Prices Rock Bottom

The Canadian Ferrosteel Company

Bridgeburg - - - Ontario



The New Convex Reversible Wafer



You can rely on doing a steady and profitable trade if you are handling

BRYAN'S

Brushes, Brooms and Woodenware?

You'll have no fear on the score of quality if you are handling Bryan's. Send for prices. Illustrated catalogue sent upon request from responsible dealers.

Thomas Bryan, Limited, London, Canada

Western Representatives—Winnipeg Paint & Glass Co., Limited, Winnipeg, Calgary and Edmonton



117

Sure as the Sun rises tomorrow there will be a heavy demand for all goods this coming season. To many dealers McDougall Pumps in the past have been conceded their most satisfactory line and our constant aim is to improve. We therefore anticipate a largely increased business this year and will always maintain the Standard quality "Aremacdee."

Increased facilities will enable us to take care of your wants, but early specifications will be much appreciated.

Catalogue certainly for the asking

The R. McDOUGALL CO.

Galt, Canada LIMITED



The Socket is attached to the ceiling. The DRIER may be unscrewed and placed on one side whenever desired.

Labor-Saving Devices Sell!

Here's a dandy, the

MAPLE LEAF CLOTHES DRIER

Saves time and toil, and will influence other family trade your way.

Instantly adjusted for use, and packs away into small compass when not required.

Is neat in appearance and hangs close to the ceiling—the hottest part of the room.

A line with big profit possibilities. Try a dozen. Send for prices and leaflet to-day.

RONALD MacMASTER, - Vancouver, B.C.

Ontario Sales Agents: STEWART & CO., 122 Wellington St. W., Toronto

BRASS

SHEETS, BARS, TUBES

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



McKINLEY & NORWOOD
Plumbers and Steamfitters

Ottawa, June 4th, 1903

J. W. HARRIS Mfg Co., Ltd.,
Montreal.

Gentlemen:—

In reply to your letter of 1st of June inst., beg to say that the "J. W. Harris Rotary Ventilators" we got from you have always proved satisfactory to us, and we can recommend them where such an article is required.

Yours respectfully,
McKINLEY & NORWOOD.

The J. W. Harris Mfg. Co., Ltd.

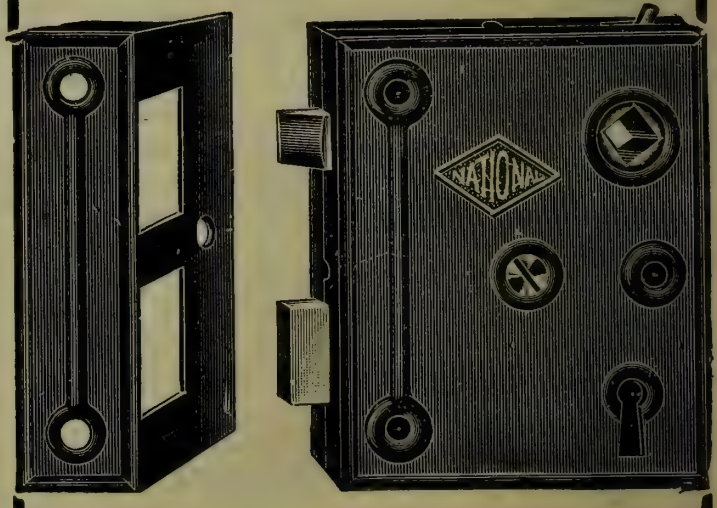
CONTRACTORS

Montreal

YOU CAN HANDLE NO ARTICLE

which will do more to strengthen your hold upon the Builders' Hardware Trade than the

National Steel Rim Lock



Ask Your Jobber for This Brand

NATIONAL HARDWARE CO., Limited

ORILLIA ONTARIO CANADA

IF YOU REQUIRE

Galvanized Sheets

of quality, specify:---

GILBERTSON'S

COMET

BRAND

They have quality and price in their favor.

Sole Canadian Sales Agents:

ALEXANDER GIBB,

13 St. John St. MONTREAL

SIMONDS



There is no saw made that has a more complete guarantee of quality than the SIMONDS. Every Dealer and Jobber should have our Catalogue and discounts.

Simonds Mfg. Co.

FITCHBURG, - MASS.

Branches throughout the United States and Canada.



NEW IDEA IN SHOVELS

THE SPLIT HANDLE

Advantages over old style:

1. GREATER STRENGTH
2. LESS WEIGHT
3. MORE ROOM FOR THE HAND

The handle is split at the top to form a D, and is made wider than the ordinary D handle, giving more room for the hand.

The hand piece is rabbited into the side pieces and held together by a rivet passing through them. The rivet at the bottom of the D prevents the handle from splitting downwards.

When ordering, specify Split D handles, as we furnish them on all shovels, spades, etc., without extra cost.

The D. F. Jones Mfg. Co., Limited, - Gananoque, Ontario



Ornamental Iron Vases, Wire and Iron Chairs and Settees

FOR LAWNS AND CEMETERIES

We make a variety of styles and sizes.

Send for our new booklet of Lawn and Cemetery Furniture, Wire and Iron Fencing, Garden Borders, Wire Trellises, Etc.

Dennis Wire & Iron Works Co., Ltd.

LONDON, ONTARIO

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

SEYMOUR SHEARS

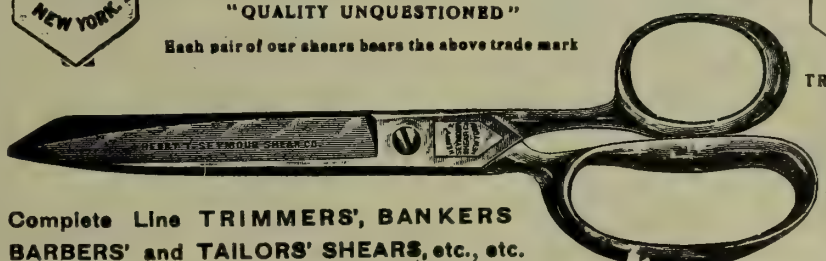
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK

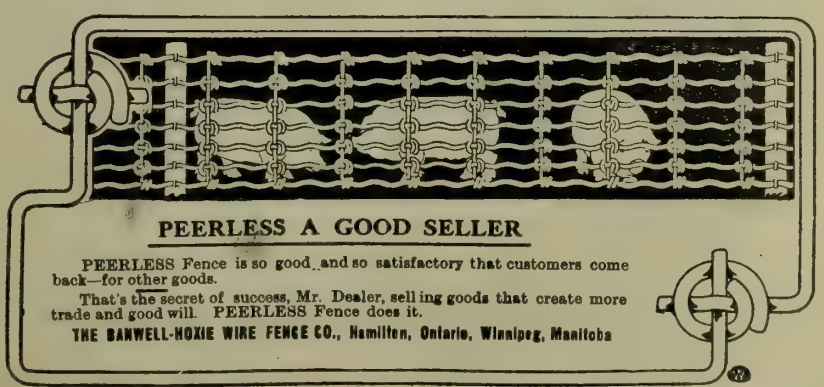


Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents



PEERLESS A GOOD SELLER

PEERLESS Fence is so good and so satisfactory that customers come back—for other goods.

That's the secret of success, Mr. Dealer, selling goods that create more trade and good will. PEERLESS Fence does it.

THE BANWELL-HOXIE WIRE FENCE CO., Hamilton, Ontario, Winnipeg, Manitoba

---



The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BUILDERS' SUPPLIES.

Bell Phone 3033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties,
Board of Trade Building
39 St. Paul St., - QUEBEC

Birkmyre's Waterproof Horse Covers

SOLE MANUFACTURERS

The Gourock Ropework Export Co,, Limited
(of Scotland)
Montreal 28-30 St. Peter St.
Winnipeg; 132-134 Portage Ave, East

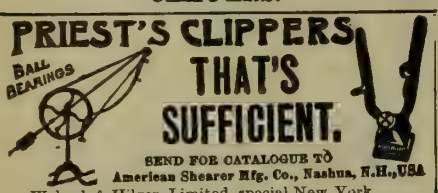
MANUFACTURERS' AGENTS.

T. W. HEMPHILL & CO.,

Manufacturers' Agents
Building Supplies and Building Hardware
831 Powell St. VANCOUVER, B.C.
Correspondence Solicited. Highest References

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

MALLEABLE IRON.

Malleable Iron Castings

Carriage and Agricultural Castings, Axle Nuts, etc., etc.
Manufactured by
P. KYLE, Merrickville, Ontario
Catalogue furnished on application

We have competent Salesmen.
Best Facilities for Distributing and Storing

M. B. ANTHONY & CO.

MANUFACTURERS' AGENTS
503 Mercantile Bldg. VANCOUVER, B.C.
Correspondence solicited.

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

MANUFACTURERS' AGENTS.

CLARE, LITTLE & CO.

WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

THOMPSON & GUNN

333 Gore Avenue, VANCOUVER, B.C
Famous "RELIANCE" Hot Water BOILERS and "IDEAL" Hot Air FURNACES
MODERN "ALASKA" STEEL RANGES
Cooking and Heating Stoves
WRITE FOR PRICES

FILTERS.

Anti-Splash Tap Filters

The "Galvo" Filter and Water Steriliser
"Perfection" Fire Extinguishers
There's good money in them for hardware dealers.
Write for Prices.
The Anti-Splash Filter Co.
OWEN SOUND - - ONTARIO

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - - Birmingham

THOS. SONNE, SR.

Manufacturer of
Awnings, Tents, Sails, and Flags of all Nations, Waggon Covers, Horse Covers, Inside Spring Roller Shades, Coal Bags, all kinds of Tents on Hire, Tarpaulins and Oil-Skin Clothing, Hoist Ropes fitted up at shortest notice.
193 Commissioners Street
Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over Wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
83 Richmond St. W. Toronto

GLASS CUTTERS.



Barrett's Standard Glass Cutters

in 22 different styles.
Order from your jobber or write direct.
W. L. Barrett, Mfr., Bristol, Conn.

J. M. KAINS & CO.

MANUFACTURERS' AGENT
83 Pender Street W., VANCOUVER, B.C.
Open to represent a first-class Hardware Specialty. Highest References.

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO., NEW HAVEN



James & Reid's

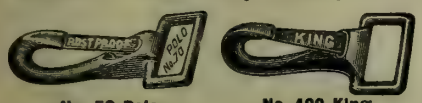
Patent Surprise
HORSE POKES

give the best satisfaction.

Ask your Jobber, or write

JAMES & REID
Perth, Ontario

COVERT MFG. CO., TROY, N.Y.



No. 70 Polo
The Steel Spring Snap that has a "snap."

No. 400 King
The Snap without a peer.

SOLDER

METALS

We are Manufacturers. Large Stock. Prices Right.
We will be pleased to quote you.

Our New Phone No. Main 7930

THE CANADA METAL CO., LIMITED
TORONTO, ONT.

SPRAYERS

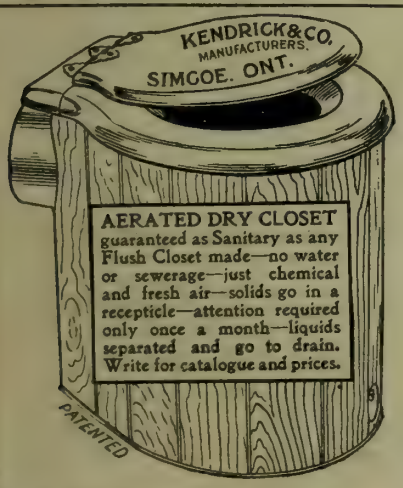


HEADQUARTERS FOR SPRAYERS

We make Sprayers for all purposes, such as flowers, fruit vegetables, disinfectants.

SEND FOR CATALOGUE AND PRICE LIST

COLLINS MFG. CO. TORONTO.



STRAPPING HOOP IRON.

J. N. WARMINTON
207 St. James St., Montreal

Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.

TOOLS.



Make
ONE POUND
of TOOL STEEL EQUAL 10 LBS. in FORGED tools.
Write for Catalog.

TOOL HOLDERS
For LATHES and PLANERS
All kinds—All sizes.
ARMSTRONG BROS. TOOL CO
106 N. Francisco Ave.
CHICAGO, U.S.A.



VENTILATORS.



Ventilators and Chimney Cowls

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed **free.**

GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. Montreal

WIRE GOODS.

Buy your
WIRE GOODS
from
CANADIAN SALES & MFG. CO.
Office: 250 Lemoine Street
MONTREAL

K. J. BEARDWOOD
President

E. MARCHAND
Sec.-Treas.

The Beardwood Agency
Limited

Collection Agency

Accounting and Liquidations a Specialty

Phone, Main 2506

401 Quebec Bank Building, MONTREAL

JUST THE THING FOR THE SUMMER HOME



Neat
—
Compact
—
All Metal
—
Sanitary
—
Ventilated
—

In every situation where connection with a drainage system is impossible, the

DAISY
Indoor Sanitary Earth Closet

fills a long-felt want.

Being made entirely of metal, except the seat, no odours can permeate it, and it is easily set up.

A line every hardware man should push.

PRICE $10.00

LIBERAL DISCOUNT TO THE TRADE.

The Toronto Furnace and Crematory Co., Limited

72 King St. East, - Toronto

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

15½ Toronto Street, Toronto 52 Canada Life Bldg, Montreal

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS

Works: Don Speedway, also Victoria St., - - - TORONTO

If you don't carry STEAM GOODS as a staple line you occasionally have enquiry for something of the kind. When asked for an Injector, Valve, an Inspirator, or any other article of the kind, REMEMBER that we have the goods, so well known for their high EFFICIENCY, DURABILITY and SIMPLICITY.



The Genuine Hancock Inspirator

The Hancock Inspirator is a double tube boiler feeder requiring no adjustment under varying steam pressures



The J.M.T Valve

The J.M.T. Injector operates under the widest range of steam pressure.



The J.M.T. Injector

The James Morrison Brass Mfg. Co., Limited
93-97 Adelaide St. West, TORONTO

DOMINION WIRE MANUFACTURING CO., Ltd.
Montreal - - Toronto

MANUFACTURERS OF
Iron and Steel Wire
Barbed Wire
Galvanized Wire
Coiled Spring Fencing
Dominion Field Fence
Brass Wire
Copper Wire
Wire Nails
Wood Screws
Staples
Jack Chains
Bright Wire Goods
Wire Barrel Hoops
Strand Wire.

MERGER

MR. JOBBER:—

Why not adopt the MERGER principle to your own business?

The lines we manufacture are extensively used and well known to all the Hardware Trade throughout the Dominion.

In place of splitting up your orders why not send us an order for a mixed car?

You could save time (and time is money) in making up your order, and you could save money by getting benefit of carload rate of freight.

Think it over and then— LET IT HAPPEN.



THERE'S MONEY in Community Silver, because it sells easily; because its high quality is exactly what the people want to-day; because it is the best advertised plated-ware on the market; because it offers fullest value to the consumer and the most generous profit to the dealer. ORDER NOW—and get your share.

ONEIDA COMMUNITY, LTD. - NIAGARA FALLS, ONT.

Armstrong Ratchets

The Best and Most Complete Line Made

Made entirely from Drop Forgings and Bar Steel. Hardened all over—Outwear Two of the Soft Kind.



SHORT RATCHET
For Morse Taper.

Each Ratchet is packed in a Cardboard Box.



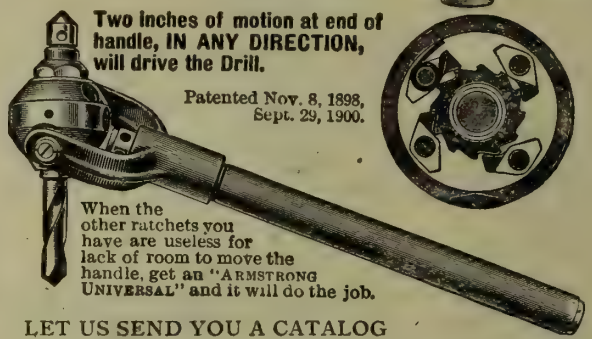
OUR NEW LINE

"STANDARD" REVERSIBLE RATCHETS

UNIVERSAL RATCHET

Two inches of motion at end of handle, IN ANY DIRECTION, will drive the Drill.

Patented Nov. 8, 1898, Sept. 29, 1900.



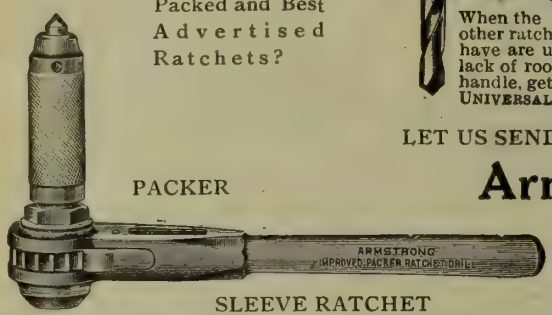
When the other ratchets you have are useless for lack of room to move the handle, get an "ARMSTRONG UNIVERSAL" and it will do the job.

"Hard-to-Please" USERS prefer ARMSTRONG RATCHETS

They stand the racket.

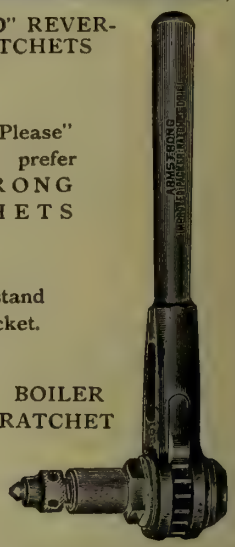
DEALERS!

Do you want the Best Made, Best Packed and Best Advertised Ratchets?



PACKER

SLEEVE RATCHET



BOILER RATCHET

LET US SEND YOU A CATALOG

Armstrong Bros. Tool Co.

"The Tool Holder People."

306 N. Francisco Avenue, Chicago U. S. A.

Here you are, Gentlemen

ATKINS Sterling SAWS

The Finest Manufacturers' Brand



Made for the best mechanics who are willing to pay a fair price for the best tools.

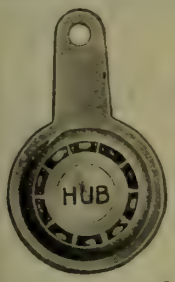
We Help You to Sell

Send your order to your jobber. If he won't supply you, then write to us.

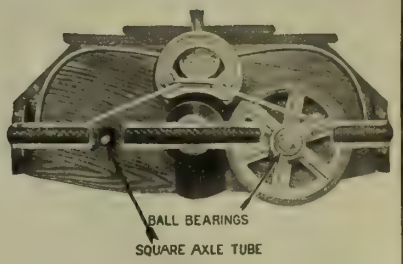
E. C. Atkins & Co., Inc.

Makers of Sterling Saws

Hamilton Ontario



Bissell's New Line of "Cyco" Ball-Bearing SWEEPERS



Although our Ball-Bearing Sweepers have been on the market for but a comparatively short time, so popular have they become that more than three-fourths of our entire output to-day is made up of this construction.

Twenty-five years ago no manufacturer of carpet sweepers thought it possible to construct a sweeper with ball bearings, and offer it at a price within the reach of the masses of the people. We have been experimenting on the ball-bearing principle in carpet sweepers for about fifteen years, until we finally produced the first and only successful Ball-Bearing Sweeper ever put upon the market, and which costs the consumer but a trifle more than an old-style machine.

Bissell's Ball-Bearing typifies the very highest standard of mechanical excellence in carpet sweeper construction, and that it is so accepted by the trade and consumer alike, is clearly shown by the large and constantly increasing demand for these goods. There is no other line of sweepers that sells so easily, or that pays the dealer so good a profit as

BISSELL'S "CYCO" BALL-BEARING.

Write for our Fall Offer now in force

Bissell Carpet Sweeper Co., Grand Rapids, Mich.

Largest and only exclusive manufacturers of carpet sweepers in the world.

Branches:—NEW YORK (Eastern Office, Salesroom and Export Dept.,) 25 Warren St.
NIAGARA FALLS, Canada, Factory PARIS, France LONDON, England



WE have twenty different sizes or styles of Refrigerators in stock, which we can ship by first freight or express.

Please write for catalogue and particulars.

THE SANDERSON-HAROLD CO., Ltd.

PARIS, ONATRIO



Make Good Profits Carrying Our STEEL SIDINGS

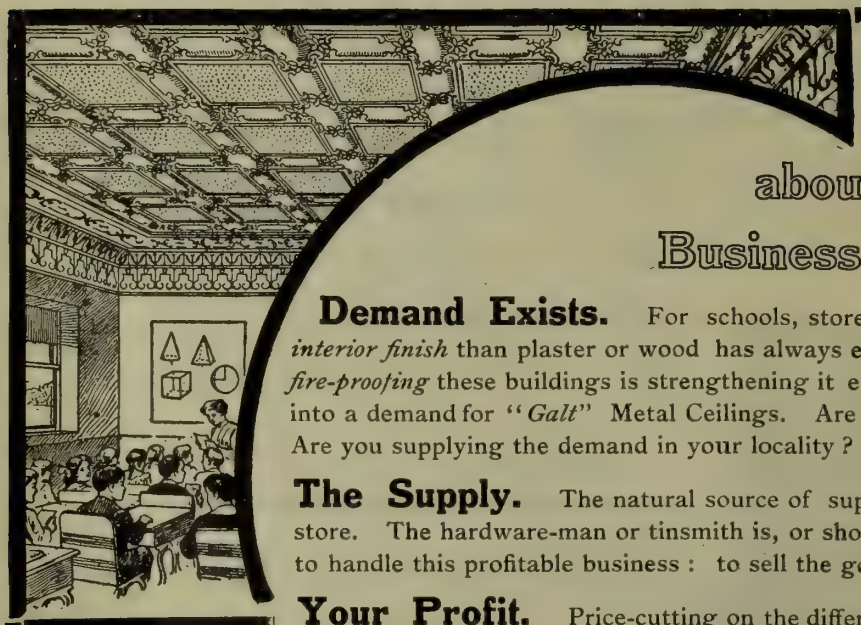
There is a good margin of profit for you in handling PRESTON Steel Siding. That is a good reason why you should not only carry it, but give it a push.

It is an easy line to sell, because it has so many strong selling points. For one thing it is damp-proof. This will be appreciated by those who desire a dry house. It is fire-proof and practically lightning-proof, which appeals to those who want safety and a low insurance rate.

Large range of handsome stone and brick patterns suitable for many different styles of buildings.

Write for all the selling points, and our interesting proposition. We've a lot to tell you that it will benefit you to hear.

Metal Shingle and Siding Co., Limited, Preston, Ont.
Branch Office and Factory, Montreal, P.Q.



A few Facts about the Metal Ceiling Business that Concern You

Demand Exists. For schools, stores, residences, etc., the demand for a *better interior finish* than plaster or wood has always existed and the constant progress towards *fire-proofing* these buildings is strengthening it every day. Our advertising crystallizes this into a demand for "*Galt*" Metal Ceilings. Are you taking advantage of these conditions? Are you supplying the demand in your locality?

The Supply. The natural source of supply for these goods in your locality is your store. The hardware-man or tinsmith is, or should be, better equipped than any one else to handle this profitable business: to sell the goods and erect them.

Your Profit. Price-cutting on the different lines of metal ceilings now being made is almost entirely eliminated. No one out of the Trade buys at wholesale. *Your profit* (which is generous, considering that you carry no stock) *is protected.*

A few Helps the "Galt" Dealer has. First, the backing of an extensive advertising and selling organization. Second, a reputation that our goods have established wherever used. And most important of all, a line of Metal Ceiling and Roofing that is easily sold, easily erected and that brings more business your way.

Complete particulars of our "Dealer's Proposition" without obligation to you.

THE GALT ART METAL CO., LTD., GALT, ONT.

WINNIPEG:—Dunn Bros. FREDERICTON:—R. Chestnut & Sons.

ASK FOR

DOMINION

GALVANIZED SHEETS

Union  Jack

H.R.S.&Co

Tin and Canada Plates, Black Sheets, Hoop Iron, Bars and Terne Plates



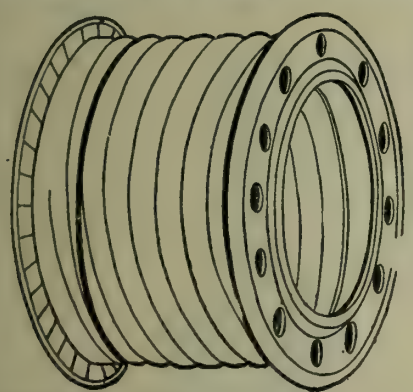
Manufacturers of this well-known Table and Pocket Cutlery, Scissors, Razors, Etc.
Cabinets of Cutlery and Pearl Goods arranged in the newest designs.
Cutlery Case Goods and Flatware carried in stock in Montreal.

HENRY ROGERS, SONS & CO., LIMITED

Established over 100 Years ***SHEFFIELD and SOUTH WALES***

Office for Canada: 6 St. Sacrament Street, Montreal

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

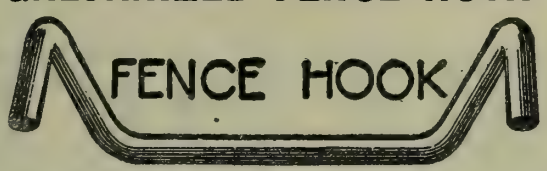
O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

For sale by Jobbers or by the Manufacturers

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

SENT FREE TO ANY ADDRESS

Our Catalogue of Technical Books for HARDWAREMEN,—covering such subjects as Metal Working, Hardware Window Dressing, Hardware Store Business Methods, Paints and Painting, Salesmanship, Sales Plans and Advertising, as well as Plumbing and Heating. WRITE TO-DAY before supply is exhausted.

TECHNICAL BOOKS, 111-127 University Ave., Toronto, Canada

THE CONDENSED ADS

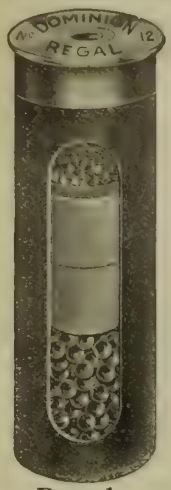
of The Hardware and Metal are what you should use if you wish to secure a clerk, a traveler or a situation.



Dominion

IMPROVED & PROVED Ammunition





Regal

We manufacture a complete line of all standard calibres.

Are there not some additional sizes where you could make the extra profit there is in handling Dominion Ammunition? Look over your next order carefully and make sure.

Dominion Sales mean Satisfied Customers.

Dominion Cartridge Company, Ltd.

Ammunition Manufacturers - Montreal, Canada



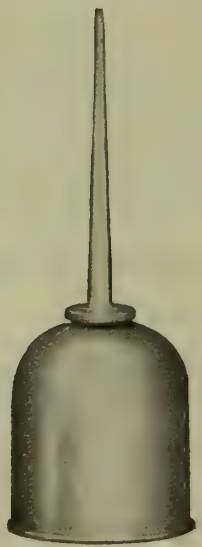
Imperial







KEMP'S OILERS





Prices on Application

STEEL OILERS

Copper Plated

No.	875
Inches	3 x 3¾

SEAMLESS LITHO OILERS

Special design, assorted colors. Bent or straight spouts. Lettered Specially or "Kemp's Agricultural."

No.	675
Inches	3 x 3½

KEMP MANUFACTURING CO., Toronto, Canada

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

THE KEMP MFG. & METAL CO., Ltd.
111 Lombard St., Winnipeg, Man.

Window Displays Essential to Successful Business

The Character of a Store is Shown by the Windows — Displays are the Best Form of Advertising at the Disposal of the Merchant, and Often Not Only Create a Demand But Keep it—The Main Idea of a Display Should Stand Out Prominently—The Value of Practical Displays—A Good Way to Wash the Window.

It has been rightly said that the windows are the soul of the store. Pick out a man who takes trouble with his displays, who changes them frequently and with artistic effect, and who makes them representative of the stock that is carried, and you have a man who is progressive and keen after business. Window display is the best form of advertising. From it the passer-by can judge of the character of the store, and get a fair estimation as to whether he is likely to get good value for his money — in other words, he can tell if the store is worth patronizing or not.

Advertising is bringing your goods befor the public and getting them talked about. What better means can there be than a window display? The mind is forgetful, it is likewise covetous. A display is a reminder that a certain article is wanted at home; while when the eye rests on something that is not exactly a necessity, but would be exceedingly nice to possess, then the bait is not thrown away. Put all you know into the windows. Do not think that anything will do for them. People are hasty in conclusions and they will not stop to think that the window may be but a poor sample of the strength of the store. If you put in a window that you do not like take it out again. Change a window twice a week if necessary, for it is a silent salesman working every hour of the day and night during which the articles can be seen, and therefore demands the best treatment.

A good window display will draw people from one side of the street to the other; it will stop a man who is hurrying along thinking of something far removed from hardware, and turn his thoughts to the merchant and his stock. Numbers of cases can be brought forward where the window displays have absolutely created a demand, and kept it. There can be no minimizing of the value of window displays. They are as important as the stock, and cost nothing to keep going. What other form of advertising will do as much?

Careful Attention Demanded.

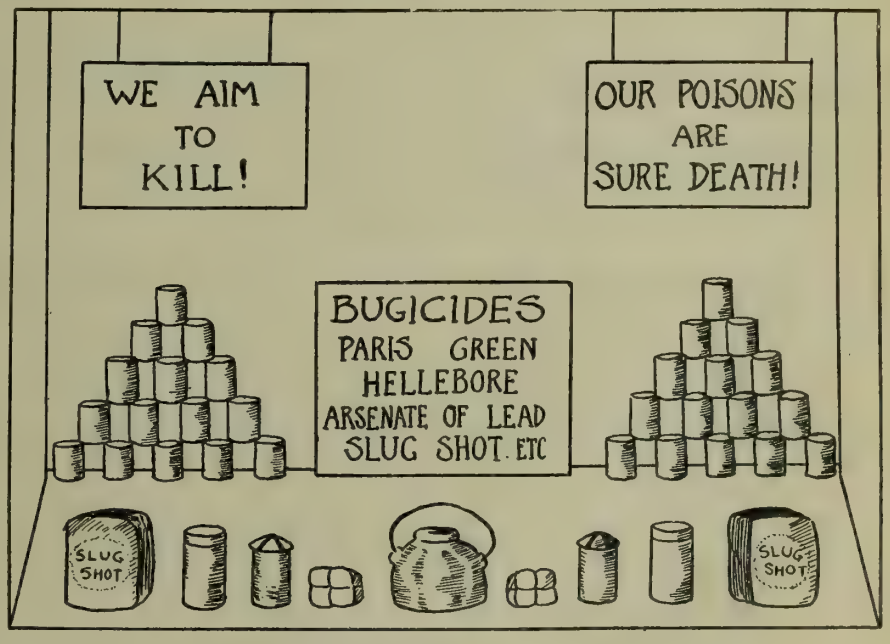
It is a mistake to imagine that an effective window display can be arranged without any careful thought and attention. The man who starts right in to fix up a window without first planning out what is to be the general scheme will make a botch of the whole thing. The display will be without balance and symmetry and probably overcrowded. The great point in a window display is not to try and bring out as many lines as can be possibly crowded in, but to attempt, by different goods, to give prominence to certain definite classes. That is to say, when a display of out-of-door warm weather goods such as hammocks, garden seats, swings, etc., is shown, it is a mistake to fill up the window with general lines so that the observer has his attention drawn from the principal object of the window—the advertising of warm weather goods. There is a time for general hardware and for hammocks, swings, and so on, and there should be no attempt to confuse the two. Even if the window runs the risk of being somewhat attenuated do not distract from the main scheme by showing goods that are not appropriate.

Effective Windows Not Costly.

There is one valuable feature of window displays which must not be overlooked and that is the small cost at which effectiveness can be attained. Many a merchant in excusing himself, when tackled on the point of not paying sufficient attention to his windows, brings forward the plea that he has not the money to spare to spend in scenic and mechanical effects. But even so this is no reason why he should not consider his window. Scenic and mechanical effects are not necessary to the designing of a business-bringing window. Given a little ingenuity and the spending of time and trouble, a merchant with ordinary staple lines can produce a window that will vie with the best. Many a plain window of builders' hardware draws as big a crowd, and certainly more business, than some spectacular effect that is a great advertisement for the store in general but not always for any particular line. There is no line, from artistic hardware to plain tinware, that cannot be shown in such a pleasing manner that people will stop to look. But in any case a merchant must be in a bad way if he cannot find a little money to give his windows those extraneous touches which no doubt contribute towards effect.

Practical Displays.

The value of practical window displays is rapidly becoming recognized, and merchants having the window space are giving more attention to this form of advertising. There is no doubt that articles shown in actual operation do more than attract attention, they practically sell themselves. For instance, presuming the hardwareman has a line of vacuum cleaners. It stands to reason that if he can show one of these cleaners in operation in his window that he has a great drawing card at his command. Such demonstrations need not be going on all the time, but given at intervals, the window when left showing that such demonstrations were going on, and whetting the desire of the observer to see one. There are many lines in the store which can be demonstrated with equal effectiveness. For instance, presuming there is a chimney convenient to the window, a range or heating stove can be shown in operation. Regular cooking demonstrations should be given so as to illustrate the various points of the range. Presuming the window is large enough, the whole space can be



A Seasonable Window Trim for Paris Green.

converted into a kitchen so that not only the article being demonstrated is shown but also the other lines of kitchen utensils carried in the store, thus killing several birds with the one stone. With the aid of a motor, sewing machines, washing machines and other goods can be also effectively demonstrated.

Hardwaremen who believe in little spectacular effects as a change to the ordinary window design will find a small electric or water motor most effective for driving power. A small gasolene engine muffled, or even a toy steam engine sufficiently large to develop the requisite power, are also capable of doing good work. An electric fan can also be made most serviceable. With sewing machine belts the driving power can easily be applied. But let not a merchant run away with the idea that mechanical displays are essential. As a matter of fact the very large store rarely uses them. But where a merchant has to contend with another store which is enabled to give more magnificent displays than he can, the mechanical display is a good rival.

Washing Windows.

It often happens that a window display is spoiled by the glass of the windows not being cleaned properly. The washing of windows is a job that is often viewed with apprehension, because sometimes, no matter how much labor is expended on them they will not appear as clear as they should be. There is, of course, as in everything else, the right and the wrong way to wash windows, and the following plan is given by an authority who vouches for its effectiveness. Choose a dull day, or at least a time when the sun is not shining on the windows, or otherwise the window will be dry streaked no matter how much it will be rubbed. Take a painter's brush and dust the windows inside and out, washing all the woodwork inside before touching the glass. The latter must be washed slowly in warm water diluted with ammonia—do not use soap. Use a small cloth with a pointed stick to get the dust out of the corners, and wipe dry with a small piece of cotton cloth—do not use linen, as it makes the glass linty when dry. Then polish with tissue paper or old newspaper. You will find, says this authority, that this can be done in half the time taken when soap is used and the result will be brighter windows. This plan is worth trying by those who find it a difficult problem to get the glass looking bright.

Rights of Manufacturers Under the Patent Law

Canadian Patent Law Encourages Foreign Manufacturers to Erect Branch Factories in Canada—The Rights of the Inventor in Relation to the Public Outlined.

By A. A. Bittues, Montreal.

The Canadian Parliament has adopted legislation (Section 21 of the Patent Act) which "gives to the patentee and his legal representatives for the term therein mentioned from the granting of the same, exclusive right, privilege, and liberty of making, constructing, using and selling to others, to be used, said invention." Section 38 of the Act further obliges the patentee at the expiration of two years from the date of the patent, to manufacture and sell the article to anyone at a fair price. Under the laws of England and the United States, the patentees are not subject to this latter restriction, but are given the sole and exclusive right to manufacture and use the patented device, and may, if they so desire, absolutely refuse to sell or allow their patented inventions to be used.

The principle seems to have been emphatically laid down in a number of decisions, and it would now appear to be accepted by the courts of the various countries, that "A patentee may, in selling or licensing his patented invention for sale, impose such conditions as he desires, and that anyone abusing, with a knowledge of such conditions, is bound thereby." The following cases might be referred to: Incandescent Company vs. Brodgen, Reports on Patent Cases, page 179; Incandescent Company vs. Cantelli, Reports on Patent Cases, page 262.

The Inventor's Rights.

Having established a reason for the action of any manufacturer in protecting himself, inasmuch as there is a law present, let us take up the reason for such legislation having been originally effected. The reason is this: The manufacturer works under his constitutional right. This constitutional right or legislate for the promotion of the original arts, has been accepted and used by the Patent Office, and certain statutes are made or erected. Further, the public policy thereby declared by them is this: Inventive minds may fail to produce useful things that they would produce if stimulated by the promise of substantial reward. That which is produced is the property of the inventor. He and his heirs and assigns may hold it as a secret till the end of time. The public would be largely benefited by obtaining conveyances of these new properties, so the public, through their representatives in the Government, say to the inventor "Give us your property, possession to be yielded at the end of seventeen years, and in the meantime we will protect you absolutely in the right to exclude everyone from making, using, or vending the article patented, without your permission.

The various Governments put no limitation, excepting time, upon this monopoly. Courts can create none without legislating. The monopoly is of the invention and its adherent rights. Use of the invention is not permitted, excepting upon the inventor's terms, they paying or doing what he exacts. No one can be exempt from his right to execute. Whatever the terms, the Court must enforce them, provided only the licensee is not thereby required to violate some law outside of the Patent Law.

The Manufacturer's Rights.

In an editorial published in an Ottawa paper some time since, there was a suggestion of restraint of trade and the creating of a right for a manufacturer to put up prices and make the article restrictive to the public. Let us take up the decision in the case of John D. Parkes & Son, Company vs. Hartmann, 153, Federal 24. The Courts here said:

"Articles made under Patents may be the subject of contracts by which their use and price in sub-sales may be controlled by the patentee, and that such contracts, if otherwise valid, are not within the terms of the Act of Congress against restraint of Inter-Commerce or the rules of the common law against

Readers of Hardware and Metal will remember that some months ago an Ottawa retail firm advertised to sell $5 Gillette Safety Razors for $3.75, but were restrained from doing so by the manufacturers, who sell their product under stated resale prices. Legal action followed but the parties came to an understanding with the result that no price cutting was done.

An increasing number of articles, notably carpet sweepers, sad irons, saws, revolvers and guns, safety razors, etc., are being sold to retailers subject to definite resale prices. There is a decided movement towards "Price Maintenance," this being considered of great value to the retailer helping to do away with price cutting as well as placing the local merchant on the same footing as large departmental stores.

In view of this, as well as the fact that a few retailers have purchased imported imitations of patented articles, the trade is interested in a review of the workings out of the patent law as it affects the sale of patented articles retailed at prices set by the manufacturers. The accompanying article by Mr. Bittues, managing director of the Gillette Safety Razor Company of Canada, is therefore, of general interest.

monopolies and restraint of trade. This is well settled, but;

"The Patent grants the exclusive right to make and to sell. The patentee may grant, if he will, an unrestricted right to make, to sell, or use the device embodying his invention or may grant only a restricted right in either the field of making, using, or selling, to the extent that he restricts these separable rights.

"The article is not released from the domain of the Patent, and anyone who violates the restrictions imposed by the patentee, with notices, is an infringer."

Therefore, the final result of the Canadian, United States or English Patent Laws is that the monopoly is a substantial property right conferred by law, as an inducement or stimulus to useful invention and discovery, and that it rests with the owner to say what part of his property he will reserve for himself, what part he will transfer to others, and upon what terms he will make the transfer.

Why then, as this is a fair law to all concerned, take away his natural right? The Government grants him the right to exclude others who will not comply with his reasonable requests. Within his domain, the patentee is Czar. The people must take the invention on the terms he dictates or let it alone for seventeen years. This becomes a necessity from the nature of the grant.

Why cry out and refer to restraint of trade, impairment of freedom of sales, and the upraising of prices, when the promotion of the useful arts are protected by the grant of such rights to a man who has seen fit to use his brains? Have not the safety razors lowered the cost of shaving for millions of people?

Price cutting in whatever form, is a mischievous indulgence of no legitimate advantage to the price cutter, seriously damaging the business of the trade as well.

Test Case Before the Courts.

As regards the sale of other razors, there are nearly 200 German infringements which have cropped up within the last six months. In nearly every case, however, where these razors have been sold, the Gillette Company have served legal notice on the firm who purchased them, and when, in turn, they have placed the matter before their counsel, they found that we were right in so doing, the counsel having invariably advised them to cease the sale until such time as the five test cases we now have on—one in England, one in Germany, one in France, and two in the United States—have been settled.

Our counsel, is, at this moment, in Europe in this particular interest. Decision will be rendered in the United States Federal Courts on or about August 15. We will then act on our notices, and in such cases as they have been disregarded will enter suit. This, we believe, is the fairest way to our Canadian trade, and, in fact, it is in the line of due warning and proper advice. The trade, however, have so recognized our rights that the biggest wholesale houses have refused to touch infringing goods.

We always make it plain to our trade that we desire nothing but fair treatment. We have nothing to say about bona-fide razors, such as "Ever-Ready," "Auto-Strop," "Gem Jr.," "Clauss," "Keen Kutter" and others. They stand or fall, as the Gillette does, on merit. They are like our own, the production of brains. All others of the type which imitates are copies, or in other words, rank steals.

If there is such a thing as law in Canada, and we are firmly convinced that there is, we have not the slightest doubt that we shall be able to maintain the rights given us by our patents.

AUTOMATIC PISTOL SUIT.

Finding that a sporting goods dealer in the United States was quietly importing and offering for sale Automatic Pistols (Browning Patent) made by Fabrique Nationale D'Armes de Guerre, Herstal Liege, Belgium, the Colt's Patent Fire Arms Mfg. Co., Hartford, Conn., (sole licensee in the United States and some other countries) after warning instituted suit against the dealer and has now obtained a decree for a perpetual injunction, with costs, enjoining the sale of the Fabrique National Automatic Pistols as illegal in this country, and dealers are therefore cautioned against handling these arms.

COMMENTS ON CONVENTION.

R. C. Chown, Belleville, vice-president of the Ontario Retail Hardware & Stove Dealers' Association attended the Provincial Retail Merchants' Assn. convention at Kingston last week, and writes as follows regarding it:

"The Kingston members of the Retail Merchants' Association were at the station to welcome the delegates, and a list of the hotels and rates were given to each delegate, so that he might know the different hotels and rates. This would not be a bad idea for us to follow at our convention in Peterboro—to appoint a reception committee to look after the delegates on their arrival.

"The meeting on Tuesday morning was very slimly attended, only about 18 or 20 delegates being on hand. Tuesday afternoon, after many addresses, the convention got down to business, but to my mind, not very much was accomplished that afternoon or evening.

"Wednesday morning, after a ride around the city, and a visit to our friends in the penitentiary, the balance of the morning was taken up by having a number of papers read. In the afternoon the rest of the program was gone through with. The way they elected their officers was laughable. The president called for nominations, and as soon as he received a nonination and it was seconded, he declared the nominee elected by acclamation, without any discussion or vote. This seems a funny proceeding for merchants representing the Province of Ontario.

"The convention was very small, there being only 65 delegates present, a number of them being country merchants from in and around the Kingston district.

"A. L. Geen, one of the past-presidents, during one of the discussions, said: 'We might as well get down to business and stop this discussion, for we must all acknowledge that this association and the finances have been run in a very slipshod manner.' When we consider that their association has been organized for eleven years, and they are in such a poor financial condition as they are, it will be very hard, even with their charter, to get on their feet again. It was decided at this convention to change the fee from $2 per year to $5. This will have a tendency to reduce the membership, as the country merchants cannot see why an organization of that kind is of that much direct benefit to them.

"We should be proud of our organization when we consider that it is only a little over four years since it was organized. The number of members we have on our roll, and the condition of our finances speaks well for the management of the officers of the Retail Hardware Association."

HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Stove Repairs—O. Fitzmaurice, Milk River, Alta., asks if repairs for Detroit Peninsular ranges can be secured in Canada.

A. Welch & Son, 304 Queen street west, Toronto, handle some, but advise writing direct to the Peninsular Stove Co., Detroit.—Editor.

Aluminum Wire.—C. L. Dicker, Aurora, Ont., asks where aluminum wire can be secured.

Northern Aluminum Co., Traders Bank building, Toronto, or Wire and Cable Co., Montreal.—Editor.

Electrical Supplies—J. D. Smith, Baysville, Ont., as a result of reading articles in Hardware and Metal, has decided to establish an electrical supplies branch in his hardware store. He asks for the names of electric supply houses in Toronto.

Canadian General Electric Co., King and Simcoe streets, and the Electrical Specialty Co., both of Toronto—Editor.

Gasoline Lamps — S. B. McClung, Trenton, asks if gasoline lamps are made suitable for residence use.

We know of no manufacturer making gasoline lamps suitable for use in residences. W. C. Hunt, Argyle street, Toronto, and the Canadian Wellsbach Co., Toronto, formerly made gasoline lamps, but they were not a success.—Editor.

HARDWARE AND METAL

Established - 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Addresses :

Canada : Macpubco, Toronto. England : Atabek, London, Eng.

OFFICES :

MONTREAL - - 701-702 Eastern Townships Bank Bldg Telephone Main 125

TORONTO - - - - - 111-127 University Avenue Telephone Main 7324

WINNIPEG - - - - 511 Union Bank Building Telephone 3726

VANCOUVER, B.C. - - - - - H. Hodgson, 11 Hartney Chambers

LONDON, ENG - - 88 Fleet Street, E.C. E. J. Dodd Telephone, Central 12960

NEW YORK - R. B. Huestis, 1109-1111 Lawyers' Title, Insurance & Trust Building Telephone, 1111 Cortlandt

FRANCE - - - - - John F. Jones & Co., 31bis Faubourg Montmartre, Paris

SWITZERLAND - Louis Wolf ; Orell Fussli & Co., Zurich

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

MAY RAISE CARLOAD MINIMUM.

Active preparations are being made by the Montreal Board of Trade to gather data for presentation to the Board of Railway Commissioners in connection with the proposed increase in the carload minimum weights on practically all the Canadian railways. The matter is one of considerable importance to shippers as the increase in the carload minimums is very considerable, the present minimum of 20,000 pounds being increased to 24,000 ; the 24,000 to 30,000, and the 30,000 to 36,000.

The proposed change will increase the difficulty of small retailers and jobbers in assembling a carload of goods so as to secure the better carload rates. If the change is made there should be a re-arrangement of the classification of mixed shipments in order to enable shippers to include a wider range of goods in mixed shipments in making up a carload.

A THOUGHTLESS TRAVELER.

A salesman for a Toronto jobbing house tells of an incident which happened not long ago which meant the loss of a customer to the house a thoughtless traveler represented.

Our informant had just stepped into a store where there already was a young traveler talking to the merchant. Presently a woman came in, and while the merchant was serving her, the young traveler filled his pipe, lit it, and began puffing smoke about the heads of both woman and merchant.

The result was that that traveler secured no order, and, moreover, the retailer remarked to the competitive salesman who had watched the whole proceedings, that the firm he represented would never have another order from him so long as they sent out the young man in question.

No one will condemn a man for smoking, but there are times when it is undesirable for travelers to do so. The above was one.

TAKE A HOLIDAY.

During July and August most men engaged in mercantile pursuits will take a week, fortnight or month's holiday—that is, if they are wise and can get away. A respite from business cares and a rest in some quiet place near the water is helpful in enabling one to put additional vigor into his work when the fall rush comes on.

Some months ago Hardware and Metal suggested that hardware merchants give their clerks a holiday and, where one is willing to do so, to pay the railroad fare to some hardware manufacturing centre where the clerk can, on presentation of a letter of introduction, be shown over some of the manufacturing plants where hardware is manufactured. In this way the clerk with a desire to learn more about the business he is engaged in can increase his knowledge and selling powers while taking his holiday and his employer will benefit by the encouragement given.

It is poor economy to neglect to take a holiday or refuse employes a holiday during the summer. The practice has become an established feature in commercial life and it will pay merchants to live in the present and enjoy life now as well as in the future.

All machinery requires a rest and the human machine is no exception to the rule. A rest frequently puts a sharper edge on a razor, and a holiday will sharpen up the merchant or clerk who takes one during the warm summer months.

CHEAP SCALES ON MARKET.

A typical case of departmental store methods has just come to light and retailers who have to meet the competition of the store in question should take note of the incident. Manufacturers, too, who sell to the big mail order houses, can learn a useful lesson.

A manufacturer began making scales and accepted an order from the departmental concern for 1,000 family scales at a certain price. Then he called on the hardware jobbers and tried to sell them at the same figure, but very naturally got a turn down as it would be impossible for the jobbers to protect their retail customers and allow them to meet the mail order price.

The scales were given the government stamp and delivered to the departmental, which used them as a leader, the price quoted being very close to cost. The goods went out and in a few days complaints began to come in. The scales soon went out of order, the castings being rough and poorly made. The Winnipeg branch of the departmental, it is understood, refused to distribute any of the scales and the stock in hand is left for sale to mail order buyers in Ontario and the East.

The government stamp is not likely to be put on any more of the scales and the manufacturer who made the mistake of catering to the mail order demand for cheap goods will have difficulty in living down the results of his mistake.

Retail hardwaremen who aim to build up an enduring business will pay little heed to the cheap goods sold by the mail-order houses. By selling "quality" goods and always emphasizing to customers that "quality" rather than "cheapness" is the store motto, the confidence of customers will be won sooner or later. The retailer should, of course, be prepared to meet the demand for certain lines of cheap goods but should hesitate to follow the departmentals to the extreme they have set in aiming at "cheapness" at the expense of "quality."

That the scale incident is not unusual and that "cheapness" is generally aimed at by the stores which sell by mail and get their customers' money before the goods are seen, is indicated by the fact that only a few weeks ago Hardware and Metal reported a case where an Ontario hardwareman had to replace a cheap saw purchased by some mill men who got hold of a mail-order catalogue and came to the conclusion that the local merchant was robbing them.

If any of the cheap scales referred to are offered to hardwaremen in exchange for goods of quality it will be good policy to accept one for display purposes in order that a practical demonstration can be made of the difference between "cheap" and "good" goods. But hardwaremen are not called upon to add to their scrap iron pile by accepting in exchange all the junk bought through the mail. The reputation of the store must be maintained and this cannot be done by making it a depot for cast-off mail order goods.

PROTECTING PROFITS.

Retailers have often passively suffered through having the wings of their profits clipped on certain articles.

Prices to them advance while they do not advance their prices to the consumer. Naturally they are losing money on such goods in comparison to their former profits.

Of course, if the price to them is raised a little on one or two articles the difference would be slight ; but if the wholesale prices of several lines advance with no corresponding change in retail prices, a year's business will be shorn of a large sum in profits.

A retailer is entitled to a fair profit on his outlay for his risk and work in serving the public and to a great extent it's his own fault if he doesn't get

it. He can control the situation if he wishes and there is no reason why he should work for nothing. That he should make a large profit on one article and a small one on another is not fair to either—all of which brings us back to the question of maintenance of prices.

If the wholesale price goes up let the retailer follow suit and obtain his just margin.

SCREEN WINDOW SITUATION.

The heavy call for screen doors and windows has practically cleared the market of these goods and retailers who are looking for additional supplies, are finding it difficult to secure deliveries. Jobbers' stocks are very low and screen manufacturers have to wait for screen wire before they can make orders up, no stocks of wire being carried at this season.

The "death to the fly" campaign is encouraging a steadily increasing use of screens and in hundreds of houses where the window has been open and the latchstring out for the typhoid breeding insect, screens now bar the highway from the manure pile to the milk jug and sugar jar on the dining-room table.

Black screen cloth is slow in winning favor in Canada, although in general use in the United States. Two large builders' supply houses in Toronto, use black cloth exclusively and find it favored by those who want a good quality of material and something out of the ordinary. The average hardwareman, however, feeling that those who have already used green will want to have all their screens uniform in color, are slow in ordering the black. As a matter of fact the black is more durable than the green as an enamel can be used in the black paint, while it cannot in the green. As yet black wire cloth is only made for those who order their summer requirements during the previous fall.

Black wire cloth is frequently called for in Windsor, Niagara Falls and other border cities on account of its popularity across the line. Likewise there is also a demand for metal frames for screen windows, these being extensively used in the States instead of the wood frames. The metal frames are very strong, but owing to the smallness of the market in Canada no manufacturer has undertaken their manufacture on a large scale.

RESTRICTED vs. OPEN PRICES.

The revolver market is in a curious condition. Open warfare exists among the manufacturers of medium priced revolvers, but oddly enough, this warfare, instead of destroying the dealer's profit through reckless price cutting, has actually insured to the retailer, for the first time in several years, a uniform profit on the bulk of his medium priced revolver trade, providing he plays his cards right.

Open or competitive prices have been declared on several makes of medium and low priced revolvers, so that by buying shrewdly the retailer should be able to secure a few revolvers at a low price.

This leaves the dealer in a very strong position. A large share of the business, will, of course, be done on the revolver selling at the prices the public has been educated to pay—$6 to $10—on which class of goods there is a good margin, one manufacturer having adopted the plan of selling to jobbers and retailers under a patent license at strictly guaranteed prices, and owing to the protection afforded by the license the profit on this grade is uniform and satisfactory.

The general public will prefer to pay the standard price—on the well established fact that once a price has been established by national advertising it arouses distrust to cut that price, particularly on an article like a revolver which is a life long possession and in which confidence as to reliability is peculiarly important.

There is, however, always a certain demand for cheap goods and if a dealer has bought right, he is in a position to quote a low price without losing any money, and it is unwise to seek much profit on open priced goods as the buyer is apt to get comparative prices from other merchants. In view, however, of the fair profit secured on standard goods the retailer can afford to sell his open price revolvers on a small margin above cost. The wise retailer will, therefore, push the revolvers on which he is safe in taking a fair profit and hold the cheap goods in reserve.

LIVES LOST BY EXPLOSIONS.

In three Canadian provinces within the past month, magazines containing explosives have accidentally blown up, killing almost a score of people and injuring many others. Hardly a day passes but what the press contains reports of the deaths of workmen engaged in mining or in railway construction from the careless or ignorant use of explosives. These scattered cases, however, attract but little attention; it is only when a catastrophe occurs in which many lives are lost that the public is aroused to the need of adopting more effective measures for the protection of human life from this danger.

It is interesting to note what other countries have done in dealing with the problem. In all European coal-mining countries regulations have been made against the use in coal mines of such explosives as are known to be dangerous. The United States have an Explosives Testing Plant under the direction of the Geological Survey, where explosives are tested as to their fitness for particular uses. The names of all explosives that have successfully stood these tests are published in a Permissible Explosives List which is available to the public. An explosives primer outlining the action and uses of the various explosives is also published in order to lessen the number of accidents due to ignorance.

The great industrial development which Canada is experiencing has greatly increased the use of explosives and the number of deaths from the careless use and storage of them has correspondingly increased. Other countries have investigated the subject at considerable expense. The results of their investigations are available to Canada and it is incumbent upon us to make use of them if we are to show proper regard for the conservation of human life. The establishment of a plant for testing explosives and the more rigid enforcement of law regarding their storage are two things which are most urgently necessary.

SMOOTH STRANGER POSES AS AGENT.

The following despatch sent out from Sarnia, Ont., speaks for itself:

Sarnia, June 24.—W. J. Robson, representing the MacLean Publishing Company, of Toronto, is in town to-day. He found on making his calls, that a man, giving the name of W. Hill, had made the rounds the day before yesterday and passed himself as agent for different trade journals.

He called at W. J. Barries' plumbing shop.

"Let me see, I believe you owe a small account to the MacLean Publishing Company."

"No, I do not," said Mr. Barrie, and then explained his standing. The smooth one then collected a year's subscription from Mr. Barrie in advance.

Mr. Hill had all the trade journals in his possession and did a land office business.

Mr. Robson said that the matter will at once be placed in the authorities' hands, and if possible the offender will be apprehended.

[Editorial Note.]—Only the bona-fide subscription representatives of the MacLean trade papers carry receipt and renewal blanks made out in the company's name. No order should be given to or renewal placed with any person who does not have the company's regular blanks.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Linseed Oil—Advance of 2c.

Toronto.

Linseed Oil—Up 2c.

MONTREAL.

June 30.—Copper is still the weak member of the metal market, and although it naturally has a tendency to depress the other metals, tin, lead and antimony show a firmness that betokens an underlying strength that was somewhat unexpected. Heavy concessions have been made in New York in copper, and holders are somewhat anxious.

Under good trade for the season of the year no change is reported in local prices, although naturally copper is weak, and is shaded for good round lots. Orders generally are on the small side, but they come in quickly, and the aggregate week by week is very good indeed. Imported iron is moving well under old specifications, while new business for later delivery comes in steadily. Domestic furnaces report good business with deliveries in fair shape.

Conditions in the United States pig iron market are much healthier with more inquiry and further retrenchments in output. Railroad buying has brightened, and with prices more firmly held the outlook is improving. Still the situation wants a lot of careful nursing. Conditions in the Old Country are better, shipbuilding being more active while the railways are anticipating good financial statements.

Pig Iron.—There is very little change in the pig iron situation. Deliveries per contract are not only taken at once, but no stocks are accumulating and users have by no means overjudged their requirements—in fact the reverse is the case. New business comes in steadily, and already amounts to a heavy total. Prices are well maintained. The situation across the border shows improvement. More furnaces are being shut down, and there is a determined attempt to put the whole industry on a firmer footing. Prices are not any softer, while buying has distinctly improved. Altogether prospects look much more favorable than they did.

Tin.—Tin is unchanged at 35c with a stronger undertone. Users are buying from hand-to-mouth, but this is a healthy condition, and helps to keep the market firm in spite of fluctuations in London. Buying in the primary markets is fairly active, and this has done much to offset the depression of the copper situation.

Copper—Copper is again unchanged this week locally, and 13¾c is asked for ordinary jobbing lots. Of course good round orders command concessions. The New York market does not show any improvement. Stocks are piling up and large holders are apparently more nervous than they have been for months past. The weakness of the situation is shown by the way in which the New York market is following the more speculative English one. Some time back New York prices held firmly despite fluctuations across the Atlantic, but the slightest change in London is now followed by changes in New York.

Spelter.—Spelter is unchanged at 5¾ with fair trade offering. The market is not very lively, although steady trade is being done. Both London and St. Louis continue to fluctuate without losing much ground.

Lead.—Lead is firmer, although there is no change in quotations. Trade has improved, and some good orders have been placed for future delivery, as if the buyers anticipated that higher prices would ensue.

Scrap.—The market is unchanged with little buying. We quote: Heavy copper and wire at 11c; light copper bottoms, 9½c; heavy red brass, 8c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3c; No. 1 wrought iron, $12; machinery cash scrap, No. 1, $16; stove plate, $12.50; malleable, $9; miscellaneous steel, $5.

TORONTO.

June 30.—Conditions in the metal market remain practically the same as at last issue. There is not a single price change and the situation has not improved greatly during the past few days. The hot weather and a holiday this week have not been provocative of larger buying.

Metal dealers are still working on contracts, but there is not the heavy filling of bookings to-day that existed at the beginning of the month. Buying of iron is fairly good, but somewhat spasmodic.

Pig iron.—Business continues satisfactory, principally because metal men are yet working on the filling of bookings. Present buying is jerky, though in the past ten days some good orders have been put through. Inquiries give the impression that many buyers are holding off in the hope of getting concessions in price. Quotations are much easier than at the beginning of spring, but the figures ruling last week hold to-day. Canadian foundry iron, No. 2 is at $20 in car lots, with Middlesbro' No. 3, $20.25. Other English and Scotch iron run from this figure up to $22.50 for Summerlee and Glengarnock.

Copper—The low price of $13.75, which has held good for several weeks now, is still the quotation this week. There is not much strength to the market. The talk is yet general curtailment of praduction. Europe has not been buying so heavily these past two months, and there is a consequent piling up of stocks. Manufacturers using copper are busy, and the consumption of copper in Canada and the United States has put the trade in a healthy condition, but there is not a tendency to stock largely with production growing so heavily.

Tin.—Forecasts of supplies at the Straits are below last year's average. This has caused an advance there, but London with stocks from other fields fairly plentiful, reports an easier market. New York remains unchanged, trading there being dull. The local market remains in last week's position—stocks light and demand fair. The quotation is still at 35c a pound.

Lead.—The firmer conditions in the primaries reported last week have not been maintained, and there is no apparent change in the local market. There is a fair amount of business passing Domestic lead is $3.75 and imported $3.80.

Spelter.—Last week's low price of $5.75 is the quotation to-day. Present business is a little slow locally, but outside the prospect is good, and authorities state they are unable to see why the price should have dropped from $6. The European situation has no stimulating incidents.

Sheets and Plates.—The tinplate market is in a firm position and demand is well sustained. Sheets are also active. Prices are steady.

Old Materials.—No changes in quotations are reported. Heavy copper and wire are worth 11½c; light copper bottoms, 10c; heavy red brass, 9½c to 10c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3½c; No. 1 wrought iron, $11; machinery cast scrap, No. 1, $15.50; stove plate, $13; malleable, $8; miscellaneous steel, $6; old rubbers, 9c.

HARDWARE MARKETS

MONTREAL.

June 30.—The low stocks on which merchants are working are entailing a big strain upon the wholesale houses. The majority of orders coming in are for small lots and are wanted at once. Cases of requirements coming in at 11 o'clock for the 12 o'clock boat, and so on, are numerous, so it can be seen that with a fairly well assorted order considerable amount of hustling has to be done. The vacation season being now in full progress, the various departments are undermanned, and in the circumstances whatever delay there is is certainly excusable. It is evident that dealers are going to continue to buy from hand-to-mouth so long as they can get the goods promptly.

All warm weather goods are moving well. Harvest tools and preserving utensils being prominent. The railway construction going on has created a strong call for hammers, picks, spike mauls, etc. Family scales are also in very good demand.

Prices are very steady and no important changes are announced. The situation in bolts is very stiff and makers will not accept booked orders without specifications. The shortage in nails at one time anticipated has not materialized, but the mills are only just able to keep up with the demand.

Seasonable Lines.—Rush orders are coming in for small assorted lots and overtime is necessary to get consignments off quickly. Refrigerators, hammocks, freezers, lawn sprinklers and hose are prominent. Mowers are also

moving steadily. Household utensils are in fair demand, and generally all lines are being called for.

Builders' Hardware.—Builders' hardware continues in good demand, and assorted orders in lock sets, escutcheons, door handles, butts and push plates are prominent. We quote: Lock sets (inside), $4 per doz. and up; lock sets (outside), $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½c to 33c.

Bolts and Nuts.—Trade is good, dealers' stocks being very light and necessitating frequent sorting up. Makers will not accept blanket orders on bolts, and prices are stiff. Nails are steady with the mills just about keeping up with the demand. We quote: Discount on carriage bolts, ⅝ and smaller, 70; machine bolts, ⅝ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Harvest Tools.—Harpoon forks, reaping hooks, hay carriers, slings, rafter brackets, rope, etc., are in steady demand. The hay crop promises well and a good consumption buying movement is anticipated. We quote: Harvest tools, 50 and 5 off; scythes, cast steel, $6; better grades, $7 and up; grass hooks, $1.60 to $2 per doz.

Heavy Hardware.—The boats are taking good assorted orders in heavy hardware, and with the present industrial activity the prospect for a heavy demand for some considerable time is very favorable. We quote: Chain coil, ¼, $5.25; ⅜, $3.80; ½, $3.50; ⅝, $3.25; 1, $3.25; anchors, 40½s lb. up; merchant bar iron and mild steel, $1.90; steam gauges, $1.50 each up; injectors, $4 to $18 each; and steam gauges, 35c to 80c.

Wire.—The demand is very good in most lines, and delivery from the makers has much improved. We quote: Barb wire, car lots, mixed, $2.45; small lots, $2.50; plain twist, car lots, $2.75; small, $2.80. Galvanized wire No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b. Montreal. Coiled spring fencing, $2.30 straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.35 base. Staples, bright, $2.60; galvanized, $2.85.

TORONTO.

June 30.—"The passing month is the best June for business we have had in the history of our company," so said a prominent local jobber to-day when discussing present trading conditions. This, in fact, seems to be the general opinion; for just now business is exceedingly brisk. There is talk of holidays about the various houses, but the pressure of orders has kept the staffs fully manned.

There is a scarcity of lawn hose supplies—nozzles, hose couplings, clamps, etc., and the past few days have seen almost a clean-up in screen doors. Poultry netting is moving in vast quantities.

The demand for general summer and seasonable goods is great. Repeat and sorting orders make up the larger number of mailed requests, and travelers are finding country hardware merchants good customers despite the hot weather.

Prices hold firm. There are no changes reported.

Summer Goods—There is a splendid demand for all seasonable lines, and particularly for lawn goods and household supplies. Screen doors and windows and wire cloth are noticeably active, and sales have been so heavy that a scarcity of doors particularly has developed during the past few days. Very fine sales of hose, too, have been made. Local hardwaremen say the hot dry wave of this past fortnight has immensely helped the movement of hose, and both the jobbing and retail trade report a scarcity of hose nozzles, couplings, clamps, etc. All through June poultry netting has been selling steadily and well, and judging by the present week's results it should be a leading line during July also. Refrigerators are more prominent, and a satisfactory movement of metal ice chests is passing. Water filters, coolers and ice cream freezers are going out fairly well to the country sections, and churns of late have been selling splendidly. Verandah and lawn seats are moving better than anticipated. Children's lawn swings, too, are very fair sellers; but hammocks figure more extensively in this regard than any other one line. Vacuum cleaners and washing machines, as well as wringers, are fair. Lawn mowers keep up the pretty heavy movement reported during the past several weeks. The market is firm and prices are unchanged.

Household Goods—Besides the articles enumerated above, and which are used about the home heavy sales of oil stoves are reported from all over the province. Tin dishes and tinware generally are being bought for the summer home and camp. Sales for ten days past have been splendid. The preserving season, too, has helped along the movement of all kinds of utensils used in the putting-down of preserves — kettles, gem jars, fruit presses, etc.

Farm Tools—Garden tools, like rakes, hoes and shovels, and haying implements —forks, rakes, carriers and scythes. There is a good inquiry for fall harvesting goods.

Builders' Hardware—There is a big call on building paper and roofing material. Wire nails continue exceedingly active; and there are low stocks of shelf hardware. Demand for lock sets, door plates and hinges is splendid just at present.

Mechanics' Tools—Carpenters' saws and hammers are the leading tools called for, but there is also a fine demand for concreters' implements, bricklayers' trowels and plasterers' tools.

Heavy Hardware—Small sizes of iron pipe have been much called for of late and rods, too, are splendid, bars are only fair. Bolts and nuts are fairly active and some good chain sales were made recently.

Sporting Goods—Summer toys are becoming a feature of the hardware trade, a fine opening presenting itself in the sale of small sailing boats. Other lines for boys and girls — express wagons, dolls' carriages, wheelbarrows, go-carts, pails, etc.—are increasingly being carried by the trade. The bicycle business also is increasing. Fishing tackle is moving actively now, and the lower price on guns has induced better inquiry. Lacrosse and baseball goods keep steady.

U.S. METAL MARKETS.

New York, June 29.—The Iron Age says: The pig iron situation appears to be of chief interest this week. Unquestionably the volume of business has considerably increased, but of course at the expense of values. The June total of pig iron sales by New York houses will be close to the largest, and with some sellers the largest, for any month so far this year. Philadelphia reports the purchase of 15,000 to 20,000 tons of basic pig iron, and several large lots of foundry iron. Sales of fairly large quantities of both northern and southern foundry iron have been made in Pittsburg, and a local consumer is negotiating for 15,000 tons or more of basic iron for delivery during the year. Western trade centres report somewhat more activity in pig iron, but no large transactions are specified. A feature of current pig iron business is that the placing of orders is so consecutive, with no very large volume of inquiry before the trade at one time, that the extent of the bookings has not been appreciated. At present quite a number of inquiries are out for considerable quantities of pig iron of various grades, but some of these are tentative and not likely to be placed immediately unless further important concessions in prices are secured. There has been no price reduction of consequence during the week, as values have receded so close to cost of production that further lowering is likely to come in concessions of 25 cents per ton or less. It is stated that this gradual shading has now brought No. 2 southern foundry perilously close to $11, Birmingham, for third quarter delivery.

Not much credence is given in the iron trade to the current reports relative to a policy of retrenchment becoming general among the railroads. Steel companies having important railroad contracts state that instead of receiving any cancellations or requests for deferred deliveries, they are urged to make more prompt shipments. The railroad companies, like other consumers, are, of course, desirous of securing the best terms possible, and will therefore be somewhat cautious in entering upon new projects, but it is known that much work will be coming from this direction as soon as iron market conditions are regarded as satisfactory.

U. S. IRON TRADE.

Cleveland, June 30.—The Iron Trade Review, says: The close of the first half of the year finds the iron and steel market in an unsettled condition. Two or three branches report a large volume of new business and heavier specifications

for June, as compared with the previous month, but prices are not very firm and consumers are confining their purchases to small lots for early delivery. Notwithstanding the uncertainty surrounding this market, the larger consuming interests are figuring on their requirements for last half and producers anticipate some large awards in the near future. Arrangements have been completed for the usual mid-summer curtailment in production and a number of plants will close down this week.

The market on plates and shapes continues weak, with a slight decline in new bookings. There is a fair volume of new business in sheets being placed, but shading of prices on black and galvanized sheets in more general. Aggregate bookings of wire and nails for the week show a decided gain and the market on large pipe is making a fair showing.

HARDWARE TRADE GOSSIP

Ontario.

G. H. Clark, Niagara Falls, was a visitor in Toronto on Thursday.

The stock of Bright & Thayer, hardwaremen at Brampton, is advertised for sale, owing to the death on May 25 of the proprietor, Andrew Bright, in his 80th year. The business was established by Mr. Bright and Mr. Thayer in 1855. Mr. Thayer died about four years ago.

Neil Macdonald, who for the past nine weeks has been covering A. H. Ellis' territory in the Maritime Provinces, in the interests of Brandram-Henderson, during the latter's illness, has returned to Ontario and will resume his old route between Toronto and Windsor on Monday next. Mr. Macdonald says that business conditions in the east are good.

John Bing, son of one of the Bing Brothers, manufacturers of toys, tin and wire ware, house-furnishing goods, enamelled goods, etc., Nuremberg, Germany, is visiting Toronto at present. This is Mr. Bing's first trip to Canada, though he has frequently been to the United States. He has a couple of assistant salesmen with him and about 8,000 samples of the firm's manufactured goods. Bing Brothers, composed originally of three members of the Bing family, were established in 1846 and are at present probably the largest manufacturers of toys in the world. They make some 30,000 articles all told in eight factories at Nuremberg and Gruenhain, Saxony; and employ 4,000 men and 700 young women.

Quebec.

Victor Phaneuf Ste. Madeleine, Que., was a caller on the Montreal hardware trade.

G. E. Chaffee, Lewis Bros., is taking a well-earned rest in the Laurentian Mountains.

Letters patent were granted last week to the Dominion Wire Mfg. Co., Montreal, extending the powers of the company to purchase, enter into an arrangement, or to amalgamate with any other company.

...A demand of assignment has been made on F. Belanger & Co., hardware merchants, Ville Marie.

J. W. Richardson, of Caverhill, Learmont & Co., Montreal, is spending his vacation at Old Orchard Beach, Me.

W. H. Evans, of the Canada Paint Co., Montreal, sailed for England this week on the Corsican for an extended trip.

A. F. Collins has joined the staff of the International Distributing Co., Montreal, and will travel through the Dominion.

A. I. Vallerand, formerly with Frothingham & Workman, Montreal, is now representing Lewis Bros., Montreal, below Quebec.

A. E. Peters, Moncton, president of the Record Foundry Co., Moncton and Montreal, has been on a visit to the Montreal office.

Col. Jeffrey Burland is representing the Montreal Board of Trade at the International Congress of Chambers of Commerce in London, Eng.

The hardware stock and fixtures of A. H. N. Kennedy, Buckingham, Que., were sold by public auction last week by D. Roy, curator, to E. M. Lapierre, of Buckingham, at 35¾c on the dollar. The book debts were sold to J. Talbot, advocate, at 5½c on the dollar.

Western Canada.

The Wood-Vallance Co. will extend their Vancouver warehouse.

R. B. Wilkinson & Co. have sold their hardwire business at Clive, Alta., to W. J. Ross.

Hays Bros., hardware merchants, Lethbridge, have sold their business to Geo. H. Ling.

The Drake Hardware Co. have let the contract for their new building at Victoria to Dinsdale & Malcolm, contract price, $20,000.

ABOUT BROOM FACTORIES.

Editor Hardware and Metal,—In reference to the article on page 54 of Hardware and Metal of June 18 referring to the location of a brush and broom factory at Edmonton, the representative of the Canadian Northern does not seem to know of the many difficulties in this line of manufacturing, a knowledge of which is only obtained after years of experience. The labor question alone that manufacturers are struggling with in Ontario, to say nothing of the increased cost of production in the west, would make any experienced broom manufacturer think twice before entering on such a venture. Of course the policy of the railway company is to try and obtain factories of some kind along their line of route, but do they care what happens to you when you get there?

ONTARIO MANUFACTURER.

June 28, 1910.

HARDWARE LETTER BOX.

Firebricks—J. B. Dionne, Coaticook, Que., asks if fire bricks can be glazed to prevent adhesion of sulphur, clinkers, etc.

Write the Berg Mfg. Co., Bathurst and Niagara streets, Toronto, giving full information as to size, etc., of his furnace, instructions can be supplied as to how the furnace can be salt glazed. A small charge will be made for the information. —Editor.

Expanded Metal—The Whitten Co., Bracebridge, Ont., ask for the names of manufacturers of expanded metal.

The various metal roofing manufacturers make an expended metal lath suitable for plaster work. The Expanded Metal and Fireproofing Co., Fraser avenue, Toronto, make material suitable for both plaster and cement work.—Editor.

The fellow who can take advice seldom needs it.

Many a man is out of work because there is no work in him.

No man can think well of himself who does not think well of others.

To think a good thought twice is a long step toward a good habit.

Sympathy may be all right in its way, but it doesn't weigh much.

People who are honest from policy only are really only half honest.

If you could test men by ringing them, you'd find a lot of counterfeits.

Be as lenient as you like with others, but with yourself as stern as the rocks.

The best education in the world is that got by struggling to make a living.

You can make a thief out of anybody if you can get him to start on postage stamps.

The business race goes to the man who can get under way quickest in the morning.

The man who knows enough to attend to his own business knows about all that is worth knowing.

There is hardly a day in which the average man doesn't see opportunities where he could do good with somebody else's money.

Trade News from the Atlantic to the Pacific

Steel Plant at Sydney to be Enlarged—Re-arrangement of a St. John Store—Ontario Retailer Adds Metal Beds to his Stock—Romance in Winnipeg Hardware Store—Victoria Hardwaremen Tender Jointly for Civic Supplies.

HALIFAX.

June 27.—In some lines of hardware business is quite brisk. Paints of all kinds, haying tools, Paris green, wire netting, window screens, and fence wire are going out rapidly. Collections are now showing considerable improvement and there appears to be good prospects for summer and fall trade.

Prices in the majority of lines handled by the hardware dealers still continue firm, and notwithstanding favorable reports from the south, spot cotton still commands a very high figure. This, of course affects the prices of all cotton fishing lines, and nets.

While linseed oil has decreased somewhat in price, late advices show there has been a sharp advance again.

There is a stir in the mining industry in Nova Scotia, and the prospects are good for considerable development in this line. The silver mining areas at Musquodoboit are being marked, and a Swansea smelting concern has offered to contract to take 300 ton of ore per month for a year or more.

The King Edward property at East Bay, Cape Breton, is showing well under development, much lead with quantities of galena and silver ore showing.

Excavation work was started to-day for the new buildings which the Dominion Steel and Coal Corporation propose to erect at Sydney. The buildings will be constructed of steel, pressed brick and concrete. They are as follows: machine shop and locomotive repair shop, 500x120 feet; foundry and blacksmith shop, 500x120 feet; boiler shop, 250x120 feet; pattern shop and storehouse, 300x80 feet; warehouse, 250 x 60 feet; oil house, 150x60 feet.

FREDERICTON.

June 23.—The annual meeting of the McAdamite Metal Company, the stock in which is owned largely by local and eastern men, was held at Calais, Me., yesterday. The following directors were elected: J. D. Chipman, St. Stephen, is president of the company, and R. I. Johnston, St. John, secretary of the company. One of the directors said this afternoon that there was no idea of selling out the company's business at Brooklyn, N.Y.

ST. JOHN.

June 29.—In connection with the statement made in a previous issue of Hardware and Metal, that the hardware dealers in St. John were making rapid advances in the matter of improving their stores, it is interesting to note the changes being made by T. McAvity & Sons, King Street. This firm—the oldest hardware house in the city—are about completing a series of radical changes in their store interior. A new air-line cash system has been installed and a new retail department opened on the ground floor, in what was formerly used for handling heavy mill supplies. This portion of the store is now used for showing paints, oils and varnishes, etc., hammocks, ice cream freezers, etc., and in consequence of the removal of certain of these lines from the other portion of the store, more room has been provided for displaying silverware, fishermen's supplies, cutlery, etc. The show windows have been remodelled and newly painted in white and the series of large signs that adorn the front of the building have been regilded. The changes have made a marked improvement in the building, and it is much more attractive both inside and out.

Merchants generally in St. John, in common with those from other parts of the province and in fact all over Canada, are much interested in the proposed increase in carload weights by the railway companies. The railways have sent out notices that they will increase their minimum on hardware, groceries, etc., in carload lots from 24,000 pounds to 30,000, owing to the increase in the average size of their freight cars. The move is objected to by wholesalers on the ground that it is even now hard for them to take enough goods to make a carload of 24,000 pounds and it would be proportionately harder for them to file orders for a 30,000 pound carload.

John F. Tilton, of W. H. Thorne & Co., wholesale and retail dealers, said they would be opposed to the increase in carload weight on general principles. Not only in their own interests, but in the interest of the consumers and general merchants who are paying heavy transportation charges in all cases. While the railways might not be asking too much in demanding that the weight rates for carload lots be made proportionate to the size of their cars, the business men would demand that if this is done, other arrangements be made with regard to the classification of mixed shipments, so that they will be able to include a wider range of goods in a carload shipment, and thus have a better opportunity for making the carload. The concession is especially sought in the interests of general merchants, who may order groceries, crockery and hardware, which come under different classification from a railway point of view, but which merchants desire to make up their order so as to secure the benefit of carload rates for their supplies. W. E. H.

CHATHAM, ONT.

June 29.—It may not seem dignified, but occasionally a merchant makes quite a hit by introducing into his advertising some catchy "play" upon his own name.

This device has been adopted by Parrott Bros., a local shoe firm, comprising Percy and Victor Parrott. Throughout their newspaper advertising as well as on dodgers, cards and circulars, cuts of the familiar bird with the aquiline beak are prominently used.

Two large signs, one on each side of the entrance to the store, carry out the same idea even more strikingly. On each is painted a huge green parrot, seated on its perch, with the usual feed-cup handy, while beneath appear the names, "Perc" and "Vick" by which the members of the firm are popularly known. Issuing from each bird's mouth in cartoon style is the catchy expression, "Our shoes are crackers."

The idea is one capable of being worked out in different ways with many names, provided the possessor of the name has the requisite sense of humor. In the present case, the "parrot" seems popular with the public.

BRACEBRIDGE.

June 29.—George W. Ecclestone, Bracebridge, returned from a two-months' trip to British Columbia, California, New Mexico, etc., on Monday. Mrs. Ecclestone accompanied him. This trip was planned to have been taken a year ago, but destruction of his store by fire on the eve of his departure delayed the holiday until this year.

Mr. Ecclestone has just added a stock of metal beds, springs, mattresses, etc., to his housefurnishings department.

NEW LISKEARD.

June 21.—The George Taylor Hardware Co., in their New Liskeard store, have a practical arrangement for showing screen doors. Four sample doors are nailed together in the form of a square, with castors attached to the bottom, and mounted so the four will revolve on a rod running from the floor to the ceiling. The device and display occupies very little room and shows the doors off effectively.

Both in their Cobalt and New Liskeard stores the company have erected solid concrete oil houses in the rear of their stores.

WINNIPEG.

June 29.—A romance which began in the Ashdown retail store was consummated last week when Miss C. Learie became the wife of John Johnson. For the past three years Mr. Johnson has been manager of the jewelry department in the Ashdown retail store and about two years ago Miss Learie became his assistant in that department. At present Mr. Johnson is confined to his home with a critical illness.

G. Darling, advertising manager G. F. Stephens & Co., is confined in the hospital this week with a severe illness.

The Miller-Morse baseball team which competed for the Tees & Persse trophy, presented to the mercantile league of twelve teams, last week defeated the Stobart team in the final game 15 to 0, thereby winning the trophy for the second season. B. Baterman, manager sporting goods department, is captain of the team.

VICTORIA.

June 25.—The Drake Hardware Co. have purchased a business site on Douglas Street, close to the City Hall. They are to commence work at once on the building of a fine new business structure to be occupied by themselves when completed about October 1. The Drake Hardware Co. commenced business in

a small store on the upper part of Yates Street about five years ago, moving down to the centre of the business section about two years ago. The present premises, while a very good business stand has proven too small to meet the ever increasing business and rapidly growing stock. The new store will be about 30 ft. wide by 110 deep, and with a very large basement will fill the needs of the firm for some time to come. Mr. Drake is being joined in his new venture by Mr. Taylor.

The Victoria hardware dealers have adopted a new plan when tendering for city supplies. Last week the city purchasing agent called for tenders for quite a number of different articles to be used by the city in their day labor work. The hardware men sent in a joint tender signed by nearly all the hardware dealers in the city, their claim being that the prices submitted were agreed upon as a fair price for the articles required by the city, and that it was not worth while to tender separately and cut these goods down to almost cost merely for the sake of getting the business. The tender was submitted to the city purchasing agent.

VANCOUVER.

June 21.—The Dawson Hardware Company, 65 Hastings Street East, have been conducting a fourteen days closing out sale and announce that after this date the company will not do business in this city.

HAMILTON.

June 30.—One of Winnipeg's agressive citizens, W. E. Skinner, was in Hamilton last week. Mr. Skinner has for the past few years represented the Ontario Lantern & Lamp Co. in that city, and this is the first time he has visited Hamilton for about ten years. He was surprised at the immense growth of the Ambitious City, as, like all visitors from the "Woolly West," he was of the opinion that the country west of Winnipeg absorbed all immigration. He was present at the laying of the corner stone of the large new wing the Ontario Lantern & Lamp Co. are erecting on Cannon street. This wing, which will add nearly 50 per cent to the floor space of this already large factory, is being rushed forward, the present capacity of the factory being totally inadequate to keep up with orders already placed. Mr. Skinner will visit Montreal, Toronto and Buffalo before returning home.

ENLARGING THEIR POWERS.

The Dominion Wire Manufacturing Co., Montreal, have had their charter amended to enable them to operate water power, generate electricity, and generally extend their scope of operations, including amalgamating other companies or merging themselves into another company. When interviewed, the officials of the company were very reticent in giving out any information, but intimated that the extension to their powers were being secured now in order to avoid any difficulties later on, that they might wish to generate their own power and not be dependent upon any power company for energy, and that they might also care to purchase some other company in the future or go into a merger, but that there was absolutely nothing in the various rumours that were afloat. The statement was, however, made that anybody with the necessary amount of money could these days secure control of almost any company they desired; probably meaning by this statement that if the Hamilton people really wanted the Dominion Wire and had the funds they could get control, but it would be rather expensive.

HOW DISH PANS ARE MADE.

The sheet metal plates from which the dish pan is made is received packed 112 sheets in a box, each sheet 26x26 inches. To have the bright, shiny appearance such as we are accustomed to in tinware, the sheets need first to be tinned.

The tinning is done by running the black steel sheets through a metal bath of pure Strait's tin, which adheres firmly to the sheet of steel, giving it the bright finish. This is called tinning. The sheet is then rubbed with cornmeal and polished with a soft cloth, leaving it bright and shiny. Some manufacturers use a composition of lead and tin for tinning which costs but half as much and does not give the desirable bright finish.

The Circling Machine.

The sheet of steel plate has now become tinned-plate, or as we know it, tin plate.

The sheets are now sent to a circling machine where they are cut into the proper size for stamping. For economy's sake three sheets are usually circled at one time, the heavy keen knife taking three sheets just as easily as one.

The round sheet is now ready for the first stamping or drawing. The sheet is placed over a hollow die exactly the size and shape of the dish pan. A solid die from above working automatically strikes the sheet of tin plate, forcing it into the hollow die, and drawing it out to about one-third the usual depth of the dish pan.

The next operation is similar to the first, only the tin is forced out another third in depth. The third drawing is simply the completion of the other two. The machine forces the pan another third in depth and it is now the exact size and shape of the dish pan. But it has not yet become the finished article as you will see by the processess that follow.

Spinning, Trimming and Curling.

There are still two operations necessary to make the finished pan. When it comes through from the third drawing or stamping, the top rim is sharp and crinkled and the sides are often bent and uneven. To remedy these defects, the pan goes to the next machine to be spun, trimmed and curled.

The spinning is done by a large die which fits inside the pan and revolves at a high rate of speed, taking out any unevenness in the pan and making it perfectly round.

The trimming is cutting off any rough edges which may come about in the drawing process.

The curling is simply turning or lapping over the edges, giving the top a thin flat rim. All three of these operations are done by the same machine at the same time.

There now remains but one operation on the plain dish pan, and that is attaching the handles. This is done also by machine, a large driver or hammer forcing the rivets into the handles and fastening them to the pan in one operation.

On the retinned dish pan the process is simply to take the finished dish pan and give it another tinning bath of pure Strait's tin.

NEW PYKO PEERLESS GRINDERS.

The Pike Mfg. Company, Pike, N.H., is putting on the market a line of grinders known as the "Pyko," one of which is shown herewith. The Peerless Midget shown is designed for family, school and office use, and is suitable for grinding shears, ink erasers, penknives and other small tools. It is equipped with chisel, plane, iron, shear and drill grinding guides, as well as with a Universal rest. The Midget weighs 4 lb., is 5½ in. long, 6 in. high and is fitted with a fine 3x¾ in. corundum wheel.



Pyko Peerless Midget Grinder.

The company also makes the Peerless Senior grinder, which is the largest size of the line. This weighs 15 lb., is 12½ in. long and 12 in. high, but, nevertheless, it can be readily carried in a toolbox or chest. Regularly it is sold for hand power but foot power equipment and polishing outfits are supplied when desired. The grinder carries a 6x1¼ in. corundum wheel.

Capt. F. D. Benjamin, of Samuel, Benjamin & Co., now residing in London, Eng., is visiting Toronto. He is a retired officer of the Queen's Own Rifles, and came to Canada to participate in semi-centennial celebration of that regiment.

STEPHENS SHINGLE STAINS

Will bring you many satisfied customers. They are put up in several beautiful colors, all non-fading. Built on a creosote base, they preserve the shingles. Let us quote you prices. They are not only wood preservers but trade preservers—THEY ARE REPEATERS.

G. F. Stephens & Co., Limited
Winnipeg, Canada
BRANCH AT CALGARY

FOR ONE CENT

Get a copy of our

New Catalogue No. 5

IT'S COMPLETE

A Postal Card will bring it.

We are the *only manufacturers* in the West of

Metal Shingles and Siding, Metal Ceilings and Walls, Corrugated Iron (Painted and Galvanized), Eavetrough, Conductor Pipe, etc.

Good Goods. Right Prices. Protection for the Dealer.

Winnipeg Ceiling and Roofing Company
WINNIPEG

Queen City Water White Oil

GIVES PERFCET LIGHT
FOR SALE BY DEALERS EVERYWHERE

Unlimited Results can be assured by the sale of Quality Heating Apparatus

There is no question about light weight, poorly proportioned, low grade heaters meeting the demand for low price, but not the quality consideration.

The average house owner looking for a heating apparatus is not posted as to furnace construction and unless the Heating Contractor takes the time to discuss thoroughly Furnace Quality he will consider only first cost, which should be secondary to—Fuel Cost, Heat Distribution and Durability.

Make it a point to talk "Quality" to your next prospect.

Pease Furnaces are constructed on the principle of "How Good."

Write for Catalogue.

Pease Foundry Co. Ltd.
TORONTO, ONT.

Pease-Waldon Co. Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, June 30.—In spite of the extreme hot weather which has been prevailing all over the west for the past two weeks, the hardware trade has kept up well. Building operations continue very extensive and this forms the basis for the greater part of the trade just now. It is noticeable that the demand for finishing supplies is strong for this particular time of the year. This goes to show that many buildings were begun early and rushed to a completion. The demand for lock sets, hinges, fittings and metal ceiling and roofing is very extensive and wholesalers have difficulty in getting supplies. Stocks of harvest tools and threshermen's supplies are nearly all in retailers' hands and this trade has dropped off somewhat. The advanced price of wire nails and wringers is maintained this week.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75.

Auger Bits—"Irwin" bits 47½; other lines 75 per cent.

Bolts—Carriage ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65 spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

Blocks—Steel, 45; wood, 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished papershrdlu hm m

Copper—Planished copper, 33½c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, $4; pressed standing seamed roofing, 28, painted, $3.20; galvanized, $4; 26, $3.55 and $4.35.

Canada Plates—Half polish, 6 and 7-inch, $3.15; 8-inch, $3.40; full polish, 6 and 7-inch, $3.90; 8-inch, $4.15.

Clevices—7½ cents per lb.

Enamelware — Canada, 50; Imperial 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 p.c.

Fittings — Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.80; 22, and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾-oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37¾ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., $2.45; ⅜-in., $2.75; ½-in., $3.30; ¾-in., $4.10; 1-in., $5.80; 1¼-in., $8; 1½-in., $9.50; 2-in., $12.70; 2½-in., $20.80; 3-in., $27.40; 3½-in., $34.20; 4-in., $39; 4½-in.. $43.50. Galvanized, ¼-in., $3.40; ⅜-in., $3.70; ½-in., $4; ¾-in., $5.25; 1-in., $7.60; 1¼-in., $10.35; 1½-in., $12.70; 2-in., $17.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $4.70.

Lanterns—Cold blast, per doz., $7; coppered, $9; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead pipe, $6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, 8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 10. 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c per lb.

Rope.—Sisal, 9½; pure manila, 11; British manila, 9½; lath yarn, 9½c.

Sheet Zinc.—Casks, $7.75; broken lots, $8.50.

Steel Squares.—45 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder.—21c per lb.

Screws.—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron 80; brass, 70; coach 67½ per cent.

Stove Pipes. — 6-inch, $8.69; 7-inch, $9.31.

Terne Plates—I.C. plates, $8.50.

Tin Plates.—I.C. charcoal 20 x 28 full box, $9.25; ½ box, $4.87½; IX, full box, $11.25; ½ box, $5.87½; IXX., full box, $13.25; ½ box, $6.87½.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

Wire Nails.—$2.90 Winnipeg and $2.45 Fort William.

Wringers.—Royal Canadian, $38; new easy, $42.75.

Paints and Oils.

The paint and oil trade in this centre is particularly heavy at this season of the year. Although prices have not advanced, each item is strongly maintained and it would not be surprising to see advances made in the general list. The weakening of the linseed oil market was not at all surprising, as it was felt for some weeks that the decline was inevitable in view of the overseas and eastern Canada condition. The demand is strong for all ready mixed and the trade is quiet in all dry colors.

Turpentine—There is lots of turpentine moving and it was generally expected that at least an advance of 5 cents would have been made, but the 90 cent figure is held this week.

White Lead—The white lead demand is very good. Shipments to western points are very satisfactory and all prices are held firm. The quotations for pure are $6 to $6.50 according to the brand.

Red Lead—There is very little of this stuff moving, and the market is not firm. We quote: Genuine red lead at $5.50 in casks; $6 in 100-lb. kegs; less quantities $6.50 per 100 lbs.

Dry Colors—The ready mixed paint is so popular that the dry color trade is not heavy, although prices are well maintained. The demand is believed to be weaker than last year.

Putty—This line forms a very heavy part of the trade just now. Orders from every corner of the west are coming freely. The following prices prevail: Bladder putty, in bbls, $2.75; in kegs, $3; 10 lb. drums, $2.75.

Linseed Oil—The market has weakened at last and raw is selling for $1 this week and boiled at $1.03. This was brought about by the decline in eastern Canada to such a figure that enabled easterners to ship to the west and compete with western jobbers. The fact also that linseed has geen reduced in the mills hastened the decline in the oil market.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 18c; Sunlight, 20c; Family Safety, 24c; Searchlight, 22c; Red Rose, 25½c; Keystone Special, 20c; Pemoline, in bulk, 19c; Silverlight, in bulk, 16c; Acme lamp, in bulk, 28c; White Rose, in bulk, 22c; National Light, in bulk, 21c; Engine Gasoline, 24-25c; White Lily, 26c; Royal, 24c.

ESTAB. 1818

GIVE US AN OPPORTUNITY TO QUOTE YOU FOR

"HOYLE'S" PARIS GREEN

·PASSES·GOVERNMENT·TESTS·

MANUFACTURED BY

HOYLE ROBSON BARNETT & CO. LTD.

HEAD OFFICES:
35 CLOSE, NEWCASTLE-ON-TYNE.
ENGLAND.

CONTRACTORS TO
H.M. ADMIRALTY
&
WAR OFFICE.

1818 ESTAB.

Berger's Paris Green



Is Pure and Uniform.

It is made on the celebrated Berger formula by the most improved machinery.



Is Finely Ground.

This effective green is light in gravity and consequently stays well in suspension and requires little agitating.



Will Not Blight the Foliage.

The damage some greens do to foliage is caused by soluble arsenic. Berger's Paris Green contains less than 2% of free arsenic and will not burn the foliage.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

CANADIAN HEADQUARTERS AND PLANT, 897 CENTRE ST., MONTREAL, QUE.

WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER . . . ONTARIO

"The Western Stove Makers"

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William. Ontario.



CARR'S CREOSOTE SHINGLE STAIN

A Penetrating Preservative. Prolongs the life of shingles by retarding decay. A **STAIN,** not a paint—an artistic, durable and permanent finish which cannot be obtained by a liquid paint or so-called shingle stain.

SOLE AGENTS FOR **BRYAN'S BRUSHES**—THE BEST.

The Winnipeg Paint and Glass Co., Limited

EDMONTON WINNIPEG

THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The Parker Foundry Co. have purchased a large tract of land at St. Lambert, Que. and will erect a new foundry in the near future.

The Sullivan Fireproof Walls and Partition Co. of Canada, have established a factory in Vancouver for the manufacture of gypsum and coke breeze fireproof bricks.

The Canadian Agricultural Motors Co., an institution which has been operating in Australia for the last few years, will erect a factory for the manufacture of gasoline engines and other motors which can be used in agricultural pursuits at Saskatoon.

Municipal Undertakings.

J. J. Wood was awarded the contract for the construction of storm sewers at Fernie, B.C.

Ladysmith, B.C., council have passed a by-law to raise $25,000 to improve its waterworks system.

S. P. McKord & Co., Victoria, have received a $15,916 sewer construction contract at Prince Rupert.

Tenders addressed to H. J. Knoll, reeve of Humberstone, Ont., will be received until July 31 for the work known as Lyons Creek Drain.

The Structural Steel Co., Montreal, have been awarded the contract for the construction of an 80,000-gallon stand pipe for the municipality of Longueuil

Evans, Coleman & Evans were awarded the contract for supplying the First Narrows main pipe, by the Vancouver water committee at a figure of $4,120.

Tenders addressed to G. W. Bilbrough, secretary-treasurer, Swift Current, Sask., will be received until July 12 for the supply of hydrants, valves, and cast iron water mains.

Tenders addressed to W. F. Heal, city clerk, Moose Jaw, will be received until July 18 for supplying material for and constructing sewage disposal plant, complete, and laying trunk sewer.

The waterworks branch of the Civic Works Department, Vancouver, is this year laying 100,000 feet of 6-inch pipe, 45,000 feet of 12-inch, 20,000 feet of 20-inch and 18,000 feet of 16-inch.

The Toronto Board of Control have awarded the contract for the pipe for the 500-foot extension of the waterworks intake pipe to the Canada Foundry Company. The details of tender are: 72-inch steel riveted pipe, per foot—500-foot lot, $19.98; 1,000-foot lot, $19.22, 1,500-foot lot, $19.00; branch for present intake, $709; new intake branch, $1,481; 3-steel flexible joints, each $1,072.

Public Buildings.

A 6-room school costing $20,000 will be erected at Elkhorn, Man.

Victoria ratepayers will consider the expenditure of $13,000 on schools shortly.

It has been decided to build a $20,000 addition to St. Joseph's Hospital, Hamilton.

Dufferin Ave. Presbyterians, Winnipeg, are contemplating the erection of a new edifice.

Dartmouth, N.S., ratepayers will vote on the amount of $4,500 for the new school on July 2.

A new Horticultural building will be erected for the Dominion Exhibition to be held at St. John, N.B.

The contract for the additions to the Arnprior High School has been awarded to S. R. Rudd at $12,907.

Plans have been approved for the Municipal Hall to be erected at Winnipeg on the site given by F. Ness.

It is again rumored that the Dominion government will establish a military school and farm in the vicinity of Longueuil, Que.

The contract for the new hospital building at Edmonton, has been awarded to the Connell-Spencer Construction Co. at $170,000.

Leonard Kenwrick, Winnipeg, is the architect for the new St. John's Anglican Cathedral. The nave will be erected first at a cost of $75,000.

Jos. Venne, architect, is preparing plans for an extensive ampitheatre to be erected on Mount Royal, Montreal, in the interests of the Eucharist Congress, to be held in that city in September next.

The board of directors of the Children's Hospital, Winnipeg, have purchased the old Ladies' College site on which they will erect shortly a new hospital. Cost of site and proposed building, about $80,000.

The contracts for the central wing of the Toronto Western Hospital have been awarded by the Board of Governors. The Hamilton Bridge Co. will supply the steel work; Douglass Bros., the galvanized iron work, and A. M. Brown, the painting and glazing. The steam heating and plumbing has not yet been let. Cost of wing, $50,000. Total proposed cost, $500,000.

General Buildings.

The C. N. R. will erect an hotel at Winnipeg.

F. C. Ball & Co., Winnipeg, will build a large three storey brick warehouse at Saskatoon, to cost $20,000.

Fremlin & Co. have a permit for a $25,000 4-storey warehouse to be erected at Vancouver.

Mayor Hopewell, Ottawa, has taken out a building permit for a $10,000 brick apartment house.

J. E. Wilson will build two apartment blocks at Winnipeg to cost, $100,000.

A four storey addition is to be made to the Michaels' Block for the Regina Trading Co., Saskatoon.

Plans are being prepared for the office building of the Page-Hersey Tube Works, Welland.

Green & Co., millinery importers, will erect a business block at Winnipeg to cost, $40,000.

Plans for the Gordon Mitchell Drug Company's new building at Winnipeg have been prepared.

J. J. Vopin is the contractor for the 3-storey building for the Logberg Printing Co., Winnipeg.

F. Ashford will build a three-storey annex to his apartment block at Winnipeg to cost $19,000.

Architect Bellhouse has completed plans for a $25,000 addition to the Ashford block at Winnipeg.

A permit has been awarded Mr. Fellows for the erection of three cottages at Outremont, Que., to cost $15,000.

Sidney Smart secured the contract for the Bank of Hamilton's new brick building at Melford, Sask, to cost $11,750.

Russell Bros. have the contract for the erection of a warehouse to be erected for Symes & Co., Fort William, to cost $17,000.

Kelly, Douglas & Co., wholesale grocers, of Vancouver, New Westminster and Prince Rupert, will immediately commence the construction of a large new warehouse at the Grand Trunk Pacific terminal, Vancouver.

Peter Lyall & Sons have been awarded the contract to erect on the Seminary of St. Sulpice property, Montreal, a ten-storey office building to be, it is said, the largest in Canada and to cost, $1,000,000.

Recent building permits issued at Toronto include: Wilkins & Co., 6 dwellings, $30,000; S. F. Harvey & Co., factory, $18,000; E. G. Switzer, 3 dwellings, $18,000; Wm. Robinson, 5 pair semi-detached dwellings, $20,000; G. Griffin, apartments, $12,000.

Railway Development.

Construction on the new railway from Ottawa to Brockville will be begun this fall.

A charter has been granted to a company, represented by J. B. Bartram, Toronto; Thos. B. Fogg, Toledo, Ohio, railway manager; G. H. Raw, and S. Hirsch, London, Eng. The will proceed shortly London, Eng. They will proceed shortly from Dartmouth to Guysboro and from New Glasgow to Country Harbor.

New Companies.

Algoma Iron Works, Sault Ste. Marie; capital, $500,000; to manufacture and deal in iron, nickel, steel or any other ore products of the mine also to manufacture coke and charcoal. Incorporators, J. F. Taylor, T. Gibson, H. P. Barnett, Toronto.

CANADA PLATES

Galvanized

Polished

Half Bright

STOCK AND IMPORT

A. C. LESLIE & CO., LIMITED

MONTREAL

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



IVER JOHNSON

SAFETY AUTOMATIC REVOLVER

The equipment throughout with wire springs makes the New Iver Johnson the most durable, the smoothest and sharpest in action and the most dependable revolver. The New Model Iver Johnson is the only revolver equipped entirely with permanent tension wire springs—the type of spring employed by the U.S. government in its rifles wherever they can be used. The simple, but trustworthy

"HAMMER THE HAMMER"

Safety Lifter in 2,000,000 Iver Johnson revolvers sold during the past 16 years, has proved that the only way an Iver Johnson can be discharged is to pull the trigger.

Iver Johnsons Sell Quickly

and dealers find them both profitable to themselves and pleasing to the purchaser.

Send for Catalog and Dealers' Proposition



and learn the many ways in which we are helping all our dealers push sales.

IVER JOHSON'S ARMS & CYCLE WORKS

Makers of Iver Johnson Single Barrel Shot Guns and Iver Johnson Truss Bridge Bicycles.

Factory and General Sales Office: 330 RIVER STREET, FITCHBURG, MASS.

New York: 99 Chambers Street

Pacific Coast Distributors: Phil. B. Bekeart Co., San Francisco, Cal.



STOP

and consider the quality when ordering Bar Iron. London Bars are well known for their excellence, and price is attractive.

London Rolling Mill Co., Ltd.

London, Canada

Needs of the Furnace Heating Business

Growth of Cheap Work Deplored and Need for a Better Class of Work Pointed Out by F. K. Chew in an Address Before the Midland Club at Chicago.

By honestly facing the past and reviewing it conscientiously, what should be done to bring prosperity to all engaged in the furnace business can be easily seen. It was the first central heating system for residences to become widely popular, and this in a large measure is responsible for the present activities to regain a lost vantage.

After the pioneers who mastered the art of warming homes by means of an inflow of fresh warm air had completed their work by knowing the cause for every effect and overcoming it by improvement in design, construction and workmanship, they left the field in a fine and fertile condition. They had quality of service as their ideal and the success of their effort to attain it is attested by systems that have been in use for 40 years and more.

The satisfaction derived from their completed instalations created a demand that occupied the facilities of manufacturers to the fullest extent and resulted in the development of two classes—the manufacturer and the furnaceman. One devoted his entire attention to the production of furnaces until he was no longer an expert on the efficiency of his productions from an accurate knowledge of their operation through actual contact with working systems to note his faults and correct his theories. He became a stranger to the demands and complaints of the final buyer from being driven with orders, and the cheapening idea crept into his head. Some statisticians announce that the cheap furnace, which is incapable of durability in service, economy in fuel, or creditable work for its owner, now makes up a far larger portion of the total number of sales of furnaces each year. Facing this statement it is encouraging that increasing sales of the best grades of furnaces are also reported.

The Growth of Cheap Work.

While the manufacturer was going in the direction indicated, the man who set furnaces was paralleling his course and going from heavy bright tin to light terne plate and from risers of ample size, often square brick flues tin-lined, or with with round pipes run up through them, to partition flues of a size and shape that have often been inadequate for the work to be done. The furnaceman is now like the furnace maker, ready to meet the desires of the cheap, yes, and unscrupulous builder, and both will try to meet his views as to price, regardless of design, construction, location, safety or the injustice to the final buyer or the interests of the furnace trade. The result is that houses are planned that cannot be heated economically and presenting conditions impossible for a furnaceman to meet and satisfy. The furnaceman in a vast majority of instances is not consulted for his knowledge or experience, but only to get his price, and his influence is not sufficient to make an impression on those who order him to work against his own interest and judgment.

It is encouraging that there are in every important centre capable furnace men who select good furnaces and who refuse to do work unless in accordance with what their experience has demonstrated to be good practice and sound theory. It is fortunate that there has been enough of their work at all periods and everywhere to bear witness that the furnace system of heating is one of excellent merit when designed and installed properly.

Campaign of Education.

Things are by no means hopeless, even though competition from other systems of heating has been relentless. The furnace manufacturers of the United States are to be congratulated that they have already engaged in a campaign of education by sending a lecturer into the field. This must be followed up and supplemented by work among architects, builders and owners to eradicate some of the false ideas prevailing and to show the needs to provide for furnace pipes and risers of ample size and proper shape, and to impress them that the comfort of the home for half of the year depends on the warmth; hence the planning of the heating system is only second in importance to planning the house, and of such importance that the house plans must be changed, if necessary, to make the heating possible and economical. This may seem a large contract, but it is not impossible of accomplishment and needs immediate and competent attention.

The furnaceman on the average needs encouragement and elevation. If he is left to himself his position is such that he is not looked up to and it will not help him if he is looked down upon. If he does not pay well his accounting needs attention, and if you do not give it, who will? The question of costs is important, and if they are estimated or guessed at too low it has a depressing influence on the furnace business. It is useless to say we cannot manage his affairs for him if his uplifting is to be accomplished, for he cannot and you must. His method of designing or guessing at what is needed in pipe and furnace sizes if erroneous hurts the whole furnace trade, so you must help him wherever it is necessary.

What is Needed to Better Conditions.

There is need for less cheap furnace work and more good furnace work in the same class of buildings. No builder has a right to bring anything into disrepute for his own advantage and escape all penalty. Makers must help the weak furnaceman to devise means and then help to carry them out to put a stop to the use of such pernicious furnaces and installations. There is more money and better reputation in the sale of good furnaces than in the sale of cheap furnaces, which are poor bargains to tne final owners, and the effort to extend the sale of good furnaces should be a united one, with all makers taking part in it. The man is despicable who wants to be just enough below the market to attract patronage. He should be made to feel that he and his course are despised, whether he runs 20 molders in a shed or 200 in a substantial foundry. The petty prejudices should be laid aside and all should unite in any commensable movement, even though it be the disciplining of some man who would sell out the future of the trade for his immediate personal profit. Even business men owe something to society and those who would prey upon the trade should be made to pray for mercy for their crimes against it and to labor for a good in which all can participate.

PLANNING FALL CAMPAIGN.

A meeting of the Canadian representatives of Pratt & Lambert, Bridgeburg, Ont., was held Saturday, June 25, at the "King Edward" hotel, Toronto. Plans for the coming fall business were discussed, and the advertising campaign was taken up and fully explained to those present. After the meeting adjourned, a banquet was held in the evening at the hotel. Among those present at the meeting were: A. S. Butler, sales manager, J. H. Waterbury, resident manager, and W. P. Werheim, advertising manager.

AUTOMATIC RIFLES.

Mexico is the first country to adopt the automatic rifle as a national arm, they having decided upon the gas-operated type, which system is used by the Standard Arms Company, Wilmington, Delaware. Morris F. Smith, mechanical engineer of the Standard Arms Company, is going abroad in the interest of the company, it being understood that certain European Governments are interested in Mr. Smith's Military Automatic Rifle.

The dull season is the one in which the window display should be pushed to the front most vigorously.

It is a good plan to have a schedule for displays, always trimming the windows with the goods that are timely.

Step shelves can be made easily and make the trimming of an attractive window a comparatively simple matter.

Display windows may be attractive and yet not have the right goods in them—that is the goods people want and will buy readily.

Cutlery and metal tools which have been displayed in the window should be wiped off with an oily rag before being put away to prevent rust.

A good plan for selling out a window full of goods is to put the display in a week ahead of the sale, announcing the sale for one or more days.



No. 17

MAKING WAR ON DUST.

How does the stock look? This is a question that every merchant should ask himself these days. Dust is very prevalent and comes in thickly through the open doors and windows. Flies are likewise numerous. It is astonishing how quickly a clean shelf becomes soiled. The appearance of the store demands incessant attention, and especially the paint department.

To show a customer a tin of paint with a thick covering of dust on the lid not only reflects on the store management but on the paint itself. One cannot be too careful in a matter like this. It is true that some purchasers might not take any notice of the dust, but there are many, and we think the larger portion, who would be just the reverse, and especially the women folk. The spick and span store gets the trade. Why! Because customers like to buy in the brightest and cleanest looking place, just the same as we like to eat in the nicest looking restaurant. The dinner put on in all the restaurants may be of the same quality and cooked as well, but the place that has the cleanest looking dining room gets the custom. The same with a store.

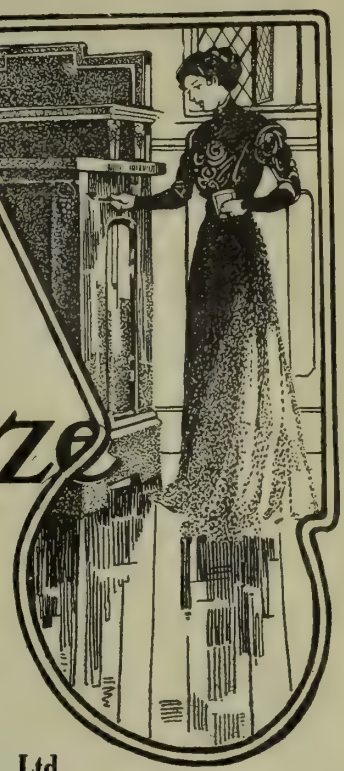
Show a customer a dusty tin of paint and the thought at once arises that this is old stock. It may not interfere with the present sale, but if anything goes wrong with the painting through the stuff being badly applied, the customer is then sure that the dealer did palm off old stock. "That merchant is a robber" he says, and the store loses a customer.

Another point is that the whole aim of the paint industry is to associate in the minds of the public paint and cleanliness together. Does not that idea get somewhat of a jolt when a customer sees dust on the tins, and the stock with a neglected and forlorn appearance. The thought, too, naturally arises that the paint demand in that store cannot be very brisk or things would look newer. And yet probably the paints in question may only have come in a week or so previously. If the store is in a sandy district or near a main road largely used by vehicles it does not take long for the dust to settle so thickly as to give an outsider the idea that this is the accumulation of months, and not of days.

Especially is most careful attention necessary to a window of paints. Many dealers have a small side window which they regularly use for paint display. Here is a case where it is very easy to

Every woman who passes your store will come in some day for

M L Floorglaze



It earns you your profit and it satisfies the user for any indoor or outdoor purpose paint or varnish can serve. It lasts longer and looks better. If you don't know it, you can have a

SAMPLE TIN FOR NOTHING

Just address our nearest place—

The Imperial Varnish & Color Co., Ltd.

Toronto, 6 Morse Street; Winnipeg, 106 Princess Street; Vancouver, 550 Beatty Street

"M.R.M." HORSE NAILS



Experienced Blacksmiths demand good Horse Nails

We meet the demand by making our New Cold Process Horse Nails from Swedish Soft Steel Rods, the best known material for the purpose.

Each process of manufacture is carefully watched and every Horse Nail packed is fit for the Blacksmith's requirements.

Increasing sales prove M.R.M. Horse Nails are all we claim them to be.

THE MONTREAL ROLLING MILLS CO.

MONTREAL

become careless, and forget to clean regularly. But the idea of brightness and cleanliness which the merchant meant to convey by his window is soon lost by the dust and fly marks, and then the display is doing more harm to the store than good.

Just as the merchant sees that his counters are dusted often enough to keep them bright and presentable so he should take as much trouble with his stock and his windows. By the care of his lines so the merchant shows the value he places on them and the customers are influenced by the same impression.

PAINT AND OIL MARKETS

MONTREAL.

June 30.—Business, as yet, shows no tendency to ease off, and good assorted orders are being rushed out every day. White lead continues to show good strength, while the other lines are getting their fair proportion of orders. Liquid paints are still at high pressure.

The strengthening movement in linseed oil as anticipated in our last issue made its appearance during the week and prices were advanced 2c. There was no change in turpentine, and the market generally with the one exception is steady and unchanged.

Turpentine.—Turpentine is in fair demand at unchanged prices. Orders while not on the heavy side are numerous, and delivery is wanted immediately. We quote 81c.

Linseed Oil.—As we anticipated last week, linseed oil prices have advanced 2c. The English market is swinging back, and there is the old time scarcity of oil in sight. Holders are clinging strongly to what they have and the market is firm under a strong demand for small quantities. We quote 86c for raw and 89c for boiled.

White Lead.—The better movement noted in our last issue continues, and stocks are showing the demand. Orders are very general, and the market is firm and unchanged. We quote: $5.50 to $6, according to brand, and No. 1, $4.50 to $5.50, f.o.b. Montreal.

Red Lead.—The demand is steady, the construction work going on generally needing a good supply of red lead. The market is unchanged, and we quote: Genuine red lead in casks, $4.75, in 100-lb. kegs $5.25; less quantities at $6.25 per 100 lbs.; No. 1 red lead, casks, $4.25; kegs, $4.75, and small quantities, $5.75.

Varnishes—Varnishes are showing the good industrial movement now in evidence, carriage, furniture, and implement varnishes, in bulk form, being in good demand. Small tins are also good sellers.

Putty.—Putty is in good demand, very few assorted orders coming in being without some call for putty. We quote: 100-lb. drums, $2.45; bladders, in barrels, $2.70.

TORONTO.

June 30.—Linseed oil and turpentine prices continue to be unstable. Quotations are somewhat higher than last week, but there is a range of prices offering which by no means helps trading in these lines.

General paint trading is fair and satisfactory. Despite the hot weather paints are moving well, some splendid orders coming in during the past few days. The summer holiday season is not particularly good for the paint trade, but up to now there is apparently very little tapering away of orders. Prices on all lines outside oil and "turps," are unchanged.

Rosins continue to surprise the trade as the present figures are now higher than they have been for years and the accumulations below expectations. Cable messages from France indicate an advance in prices there of from five to ten per cent. the past month.

Linseed Oil—The market steadied very materially in Great Britain the past week. The price of flaxseed from the East Indies, and also at Chicago, advanced slightly, which enabled the crushers of flaxseed in Canada to advance their prices somewhat. Stocks in the hands of the jobbers are light. The majority of local jobbers are asking 2c more this week than last, the quotations being 89c and 92c for raw and boiled oil respectively in single barrels. However, some raw oil has been selling as low as 85c and 86c this week. Sales have been only fair.

Turpentine—In regard to spirits turpentine, reports from Savannah and Jacksonville continue to comment on the small amount coming forward, and comparisons as to this year and last year still indicate a feeling of surprise in the quantity produced. Prices have remained very firm. As the season is now well on and the time has arrived when full supplies should be at hand the conditions indicate that the prices for the season seem to be all in favor of the producers, and traders and users can only expect a continued high price for the balance of the year. Last week's quotation of 83c is maintained by most of the houses, but fluctuations down to 80c for single barrels have been noted almost the whole week.

White Lead—A good steady movement prevails, and demand is quite seasonable. Prices hold firm and unchanged, ranging from $5.65 to $7.15 per hundred pounds as the outside figures. No. 1 runs from $5.25 to $5.65.

Red Lead—The market has been rather quiet during the past week. Quotations are unchanged. Cask lots range from $4.25 to $4.75, with 100-lb. kegs 50 cents higher.

Dry colors, minerals, brushes, sponges, etc., while not particularly active in movement are on a satisfactory footing so far as sales are concerned. Hardware men state Paris green sales as good.

Turpentine—Benzine is selling well with the price fluctuations on "turps."



B.-H. "English" Paints

Please the customer—

and increase your sales

Your short-sighted competitor may think he can make more money by selling paints that require frequent renewal, but you know better. The longer-lived paint you sell, the more you can sell. This is because your pleased customers not only send their friends to you, but themselves decide to do painting previously not contemplated.

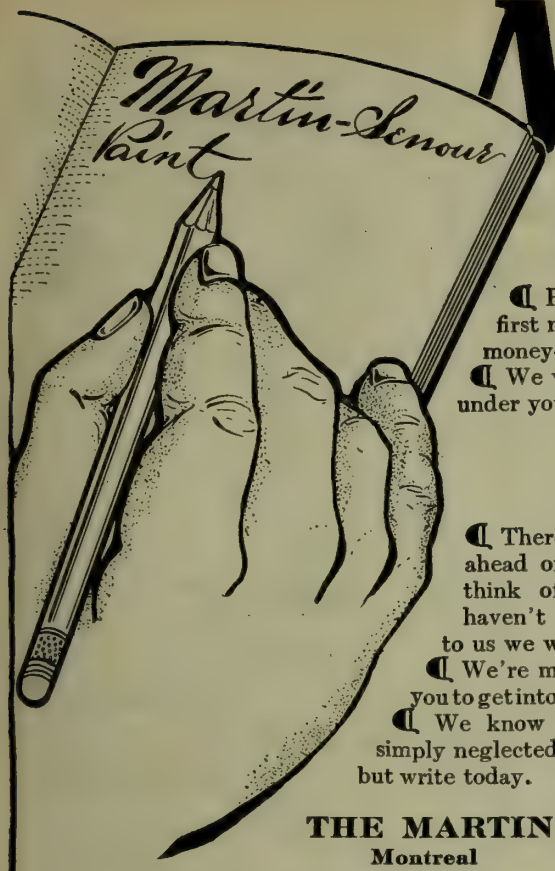
B.-H. "ENGLISH" PAINT, aided by tactful suggestions on your part, will renew and preserve your customer's walls, roofs, etc., which have long needed a good paint.

You can prove that it will save him money. The base of our paints is the best in the world---70 per cent. BRANDRAM'S B. B. GENUINE WHITE LEAD and 30 per cent. pure white zinc. The other ingredients are also of the very best.

In the long run, what is good for the customer is good for you. Write to-day for proposition and hints to the trade.

BRANDRAM-HENDERSON LIMITED

Montreal **Halifax**
St. John **Toronto**
Winnipeg



Note it Down

Martin-Senour Paint—100% Pure

¶ Put it where you won't forget it — write it plain — do it now, and the first minute you are at your desk write us a letter asking for details of our money-making, business-bringing plans for Paint Dealers.

¶ We want to show you where there's a lot of paint profit to be had right under your very nose and how YOU can get it. If you want more money —

HERE IS YOUR CHANCE
We'll Help You

¶ There's no use waiting 'til the other fellow secures the business by getting ahead of you, that's why we urge you to write today — right now while you think of it. Why? For a hundred reasons. We haven't space to tell them all here but if you'll write to us we will show you.

¶ We're making other Paint Dealers happy and we want you to get into the band wagon and smile with the rest of 'em.

¶ We know you've been reading our ads, but you've simply neglected writing to us. Don't put it off any longer but write today.



THE MARTIN-SENOUR COMPANY, Limited
Montreal — Pioneers Pure Paint — Chicago

The Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

The Maritime Paint & Varnish Co., Ltd.
HALIFAX, N. S.

MOORE'S "IMPERVO" VARNISHES



ARE PROVING AS SUCCESSFUL AS

Moore's Muresco
Moore's Trip-L-Body White
Moore's Oil Colors and Paints

PAINTERS should use these goods—and the wise ones do—
DEALERS should sell these goods—and the wise ones do—

BENJAMIN MOORE & CO., LIMITED

Manufaoturers of Fine Colors, Paints, Varnishes and Muresco

Toronto — New York — Chicago — Cleveland

Gasolene, too, is especially active. Prices, for the former 15c, and for the latter 17c. Coal oil is moving satisfactorily at unchanged figures. Prime white is 13c; water white, 15c, and Pratt's astral,17c.

Glass—Importations are coming in slowly, and jobbers complain that stocks are low. Prices are unchanged. Demand is opening up, though not very freely. The discount on window glass is 30 and 5 for fair-sized quantities. Other discounts are leaded glass, sand cut, and chipped designs, 25 p.c.; fancy glass in sheets, 25 and 10.

UP-TO-DATE SELLINGS

"When I sell paint for a house I am in the habit of calling the attention of the neighbors to the job, tell them to watch it, see how it wears, etc., and intimate that I would appreciate being consulted, and can give them plenty of good advice and good goods when they are ready to paint," writes J. C. Cornell, "I frequently select houses which I believe need painting, and send the owner a selection of shades that I think would look well. I always make it a point to be in a position to recommend several good painters when I am consulted."

This is a small thing that does not take much time, but it surely gets results. A house properly painted is always an advertisement for the brand used, and the dealer can by the above plan always keep the paint subject before those whom he has selected.

"No man is as stupid as he who is unsuccessful and stubbornly persists in holding to the methods that make him so, refusing to try up-to-date methods because he does not believe in them. Personality is the greatest asset that any retail business man can have. He may have the goods, the price, the location, but must have the personal magnetism in order to have business success. Every man stands for something in his business, and represents ideas of his own. You will find upon investigation that the heads of our largest financial institutions are men of wonderful personality, and who have injected this personality into their business until it is felt in every department. Every customer who enters your store is impressed with the manner in which you conduct your business, the greeting he receives and the courtesies extended him by everyone employed in the store. Your personal appearance and the appearance of the store go a long way toward making of him a permanent and profitable customer. The test of character is success. Goods and prices are not all that go to make up a successful business. People nowadays like to trade at a store that is up-to-date in business methods; one that has a system of arranging and displaying goods artistically; a store that has a reputation for being strictly honest and honorable in all its dealings and a store whose reputation and character stands for something more than dollars and cents."

WHAT A STOCK SHOULD BE.

Notwithstanding the advance in the price of mixed paints, linseed oil and turpentine, residences and other buildings are being painted in considerable numbers throughout the country. In fact, hardware merchants who handle paints are, as a rule, doing a satisfactory business in this line.

This is particularly true where there is a farming trade. Farmers generally have had a succession of good crops for which they have received high prices, and have money to spend, and they are spending part of it for paint and improving their places.

A paint company in giving its views as to the assortment and quantity of paint, etc., suitable for a merchant putting in a new stock in a town of about 5,000 inhabitants, suggests the following:

300 gal. of mixed paints, sorted up according to colors that would be most desirable, in 1 gal., ½ gal. and quart cans.

1 gal. of seven or eight shades of floor paint.

2 half gal. of seven or eight shades of floor paint.

4 quarter gal. of seven or eight shades of floor paint, and the same quantity and assortment of floor finish varnish stains.

2 quarts, each, carriage and wagon paint.

4 pints, each, carriage and wagon paint.

4 half pints, each, carriage and wagon paint.

2 quarts medium-priced interior enamel.

4 pints medium-priced interior enamel.

8 half pints medium-priced interior enamel.

5 5-gal. cans barn red.

10 1-gal. cans barn red.

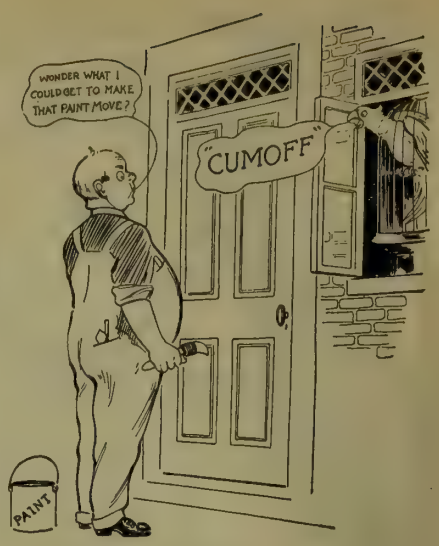
In addition the merchant would need an assortment of varnishes; also brushes. In rough figures, the company estimates that an initial paint stock should cover about $750 of goods.

The company remarks that hardware merchants will always be more successful in obtaining and holding business, if they confine their purchases of paints to one line.

Commenting upon the requirements of a merchant starting a paint department in connection with a hardware business, the company remarks that such stocks must necessarily vary according to the amount of business that merchant does, but that the assortment should include mixed paints, varnish stains, enamels, white lead and varnishes.

For a good stock of outside house paint, including gallons of all the best selling shades, the company recommends the placing of an order amounting to $300 to $400. Of household paints, etc., in sizes up to and including quarts, the company states that a $50 to $60 stock would be sufficient.

To the estimated cost of both these stocks must be added the cost of linseed oil, spirits turpentine, dryer, and, perhaps, some other small items.



"CUMOFF"

ENGLISH: "Come Off"

SCOTCH: "Come Awa'"

FRENCH: "O-ter"

C. P. CO.: "Cumoff"

IRISH: "Faugh-a-Ballagh"

GERMAN: "Geht Ab"

RUSSIAN: "Kumoffsky"

"CUMOFF"

is used by painters of all nationalities in Canada, who have discarded the obsolete and dangerous process of firing.

"CUMOFF"

PAINT and VARNISH REMOVER FOR USE ON WOOD OR METAL

Removes Old Paint, Varnish, Shellac or Enamel, leaving the surface ready for re-finishing.

Will not raise the grain of the wood.

HAS NO DISAGREEABLE ODOR. Will not injure the hands. Will not destroy the brush.

Specially useful on Mouldings, Carvings and the re-finishing of old Frames or Cabinet Work.

"CUMOFF" is manufactured only by THE

CANADA PAINT COMPANY, LIMITED

Creosote Shingle Stain

Have you posted yourself about these beautiful stains which are so much in style now ?

Every once in a while somebody walks into a store and asks about them. If you don't know about them, perhaps the other fellow does.

To commence with, here is what the cans look like.



These are what are known all over Canada as

Ramsay's Creosote Stains

unexcelled by any make whether produced here or in foreign countries, and if you want to know more about it, which will be to your own interest, write us for color card and prices.

A. RAMSAY & SON CO. Estd. 1842 — The Paint Makers

MONTREAL

If you are certain—

—quite certain that your paint stocks are as fully representative as possible,

THIS IS NOT FOR YOU

But if you are not handling ***NEW ERA PAINT*** you have just missed finding out the fullest meaning of the word "*success.*"

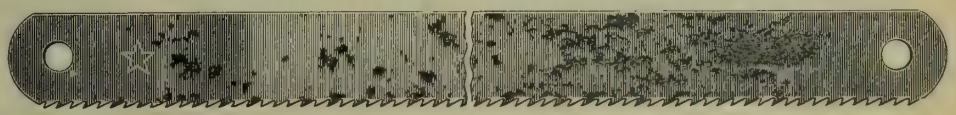
NEW ERA PAINT will hold its color better, last longer, give a better finish and cover more surface than many higher-priced paints. ***NEW ERA PAINT*** is pure and moderately priced.

WRITE FOR PRICES

Standard Paint and Varnish Works Co. LIMITED

Windsor, Ontario

When the Very Best Goods Made



sell at the very lowest prices, it does not require much sagacity to form a pretty close estimate as to the direction the orders take. Have you ever, in all your life, heard of cheaper goods than **Star Hack SawBlades** at present prices ? Our new list on this line is

$3.50	3.75	4.00	4.50	5.00	5.50	6.00 per gross
6	7	8	9	10	11	12 inch

Star Blades are not only cheaper than prior to Jan. 1st, but are infinitely better than those made a few months ago. You can hold your customers by supplying them with Star Blades Dealers of prominence carry Star Saws in stock.

MILLERS FALLS COMPANY 28 WARREN STREET NEW YORK, N.Y.

A Big Line

Three styles Barn Door Hangers.
Rolling Store Ladders.
Channel Track—the strongest made.
Also Barn Door Pulls, Barn Door Latches, and Harness Hooks.
Send for export prices and terms to agents. Everything guaranteed.

Respectfully,

S. B. MARTIN

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

TRADE MARK
LACQUERET
HOUSEHOLD LACQUER
—THE BRIGHTENER OF THE HOME

proves a very ready seller because it has so many uses in the house. It acts like magic in beautifying and preserving old furniture and dingy woodwork, and is an established favorite with the careful housewife.

Here are a few of its features :

It dries hard and remains hard over night. Colours do not fade. Anyone can apply it Thoroughly sanitary. Wears remarkably.

Get the good-will of the women by recommending LACQUERET.

INTERNATIONAL VARNISH CO.
LIMITED
(Canadian Factory of Standard Varnish Works)
Toronto and Winnipeg
New York Chicago London Berlin Brussels
N.B.—All goods are sold in Imperial Measure Packages.



THE
Dougall Varnish Co.
LIMITED
Montreal : : Canada

VARNISHES
OF FINEST QUALITY
FOR

RAILWAYS	PIANOS	CARRIAGES
BUILDINGS	FURNITURE	WAGGONS

ALSO

LINGERWETT
Varnish and Paint
REMOVER

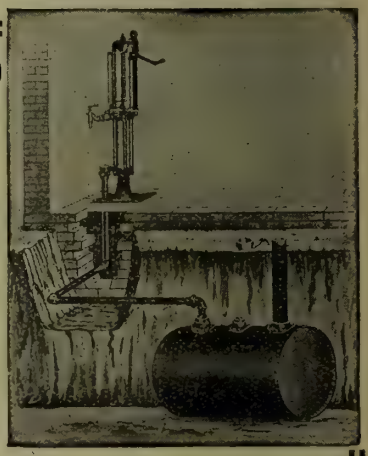
Associated with Murphy Varnish Co., U.S.A.

WILL IT PAY?

This is the first question that is asked by any merchant when considering the purchase of modern store fixtures. The fundamental question is one of

Economy

A device is economical if



It adds cleanliness,
It is a convenience,
It makes labor lighter,
It makes labor more efficient,
It reduces the labor item,
It saves time,
It adds safety,
It adds neatness,
It helps the appearance,

It Saves Money

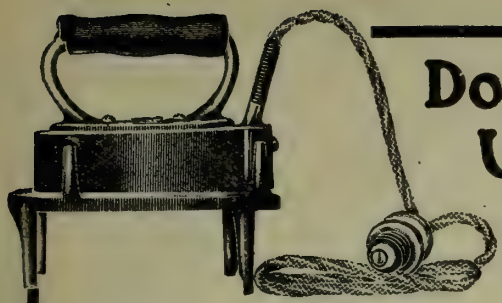
Considered from these standpoints the

BOWSER Self-Measuring Oil Storage System is the greatest Economy.

The question is not "Can I afford it?" because it will pay for itself with money that was before wasted. It's simply up to you to investigate. The merchant who tries to see how much he can really get by adopting modern methods is the one who pulls the largest trade.

Write for Bulletin 15

S. F. Bowser & Co., Limited
66-68 Fraser Ave., TORONTO



Double Utility

The simplest and most practical Electric Iron on the market is, without a doubt, the

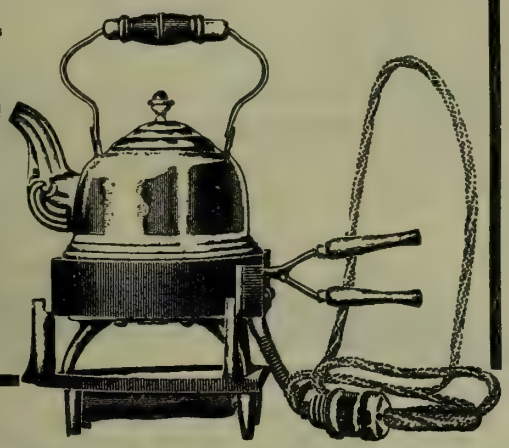
"B and M" Combined Electric Sad Iron

It costs but three cents an hour to operate, is of attractive appearance, and has no protruding parts to get knocked off. The iron is always hot and the handle always cool.

When inverted, the stand makes an electric heater, a hole being provided in the back for heating curling tongs.

A hot favorite every hardwareman should stock.

Write for Prices



THE DOMINION ELECTRIC CO., Ltd.

417 Sparks St. OTTAWA, CAN.

FOR FINE INTERIOR DECORATING

no finish has so high a lustre, nor is there any which so successfully resists the action of water, damp, heat, ammonia fumes, soap suds, etc., as

BRANTINE Interior Finish

I is manufactured from the best materials only, and is particularly suitable where sanitary conditions have to be considered.

A line you can handle with satisfaction and profit.

Western Hardwaremen can get all their orders filled with despatch and promptness at our Winnipeg Branch

Scarfe & Company

Manufacturers of Fine Varnishes

Head Office and Factory: BRANTFORD, ONT.

WINNIPEG, MAN., 78 Lombard St. Phone Main 9944

MONTREAL, QUE., 472 Delorimer Ave. Phone Bell East 442

PILKINGTON BROTHERS, LIMITED

St. Helens, Lancashire, England

MANUFACTURERS OF ALL KINDS OF

BRITISH WINDOW GLASS

Polished Plate Glass

Plain and Bevelled Mirrors

Picture and Car Glass

Prismatic Glass

Cast Ribbed and Polished Wire Glass

BRITISH SHEET GLASS * P.B. *

TRADE MARK.

Cast and Ribbed Rolled Glass Leaded Lights

Wire Screens

Plain and Figured Cathedral Glass

Obscured and Enamelled Glass

Large stocks always on hand at our Canadian Depots. Quick delivery of import orders a special feature of our business. Prices and quotations on application.

CANADIAN OFFICES AND DEPOTS:

Montreal	Toronto	Winnipeg	Vancouver
Busby Lane	Mercer Street	Market Street	Columbia Ave.

Steel Rules, Guages, Etc.

CHESTERMAN'S

MEASURING TAPES

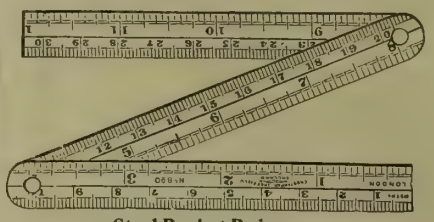
Linen and Steel

Trade J C Marks

CONSTANTIA J C

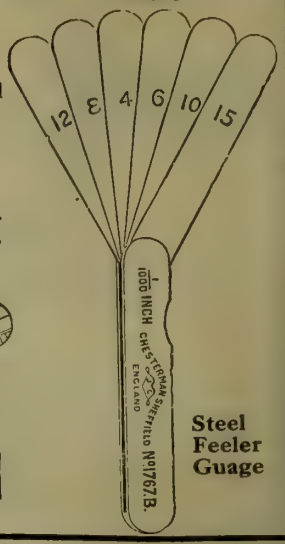
TRE BLE





Steel Pocket Rules

Engineers' Small Tools



Steel Feeler Guage

For Prices, Catalogues, etc., apply to

F. H. SCOTT, 120 Coristine Bldg., Montreal



H. BOKER & CO.'S "DIAMOND"

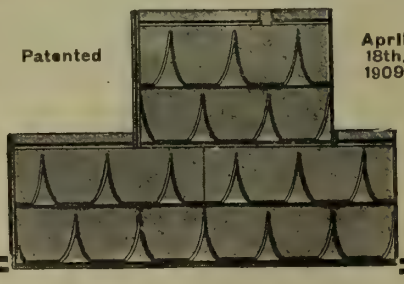
In appearance and cutting quality exactly as the "King Cutter." Made expressly for Gentlemen who shave themselves. The "King Cutter" is made chiefly for Barbers.

The "Diamond" may be had from the Wholesale Hardware Trade for $7.90 per dozen.

The "Crown" Patent Lock All Round Shingle

locks perfectly top and bottom with nailing flange. Has free open side gutter with nailing flange and cannot be closed by use or accident. Money saved by using the fastest laid shingle on the market. Made of best galvanised iron, and can't rot like wood or crack like slate. Never leaks and never needs repairs.

We need a live agent for "Crown" Shingles in every city and town.



Write for catalogue, price list and free samples.

McFarlane & Douglas,
LIMITED
OTTAWA, - - - Canada

Do You Want to Buy or Sell?

The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.





A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

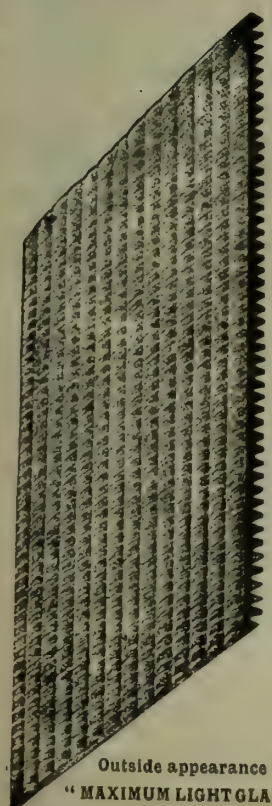
Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfu ly Furnished on Application.

JENKINS BROS., Limited

Head Office and Works:
102 St. Remi St., Montreal, Canada

And at
95 Queen Victoria St., London, E.C.



Outside appearance of
"MAXIMUM LIGHT GLASS."

MAXIMUM DAYLIGHT GLASS

This glass is far superior to the ordinary flat back prism. Sample and price mailed on request. Comparison will prove its superiority over all other light producing glass. Stocks carried at all our branches.

THORNE HOLD-FAST METAL BAR

Write for special catalogue and sample.

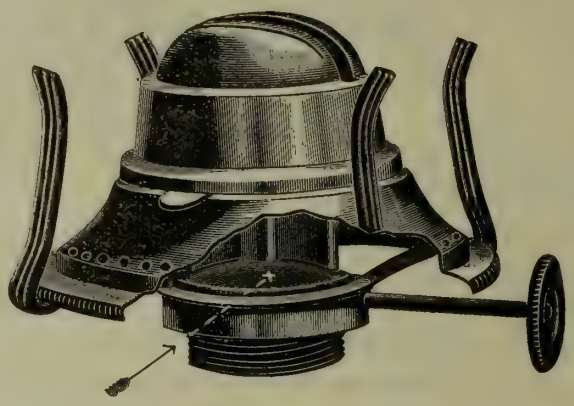
Hobbs Manufacturing Co., Limited

Offices and Warehouses

LONDON WINNIPEG MONTREAL TORONTO

BURNERS!

We Defy Competition



Quality and Price!

SEE OUR GOODS AND ASK FOR PRICES
YOU CAN BE THE JUDGE

ONTARIO LANTERN & LAMP COMPANY, LIMITED

HAMILTON ONTARIO

The LATEST TRIUMPH in MODERN LABOR SAVERS

is the Famous

"NEW CENTURY"



harnessed to do all the hard work of washing.

The Motor is gearless, simple, powerful and NEW CENTURY quality all the way.

It's the BEST MOTOR hitched to the BEST Washing Machine made and they're on hand ready for immediate shipment.

Eastern Agents:
W. L. HALDIMAND & SON,
Montreal

Western Agent:
HARRY F. MOULDEN,
Winnipeg

Makers: **Cummer-Dowswell, Limited - Hamilton, Ont.**

YOU CAN MAKE MONEY BY HANDLING OUR DIFFERENT GRADES OF

BABBITT METALS

We co-operate with the dealer, and send out advertising matter in our mutual interest. Write for prices and be convinced. We also manufacture all grades of tinners' and plumbers' solders.

The James Robertson Company, Limited, Montreal Toronto St. John Winnipeg

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

GREENING

Absolute Safety

is what your customers are obtaining when they purchase

GREENING'S WIRE ROPE

for elevator haulage or other strenuous use. All wire used in GREENING'S ROPES is subjected to a complete set of the severest tests before being made into rope, and may be relied on absolutely.

Consult your Greening Catalogue. You'll find many lines you can handle with profit.

The B. Greening Wire Company, Limited
Hamilton, Ont. Montreal, Que.

GREENING

MORRILL'S NO. 3 & 4 SAWSETS



Fully Warranted

No. 3—for Cross Cut Saws, single tooth
No. 4— " " " Double "
No. 5— " Timber and Board Saws

These are the Standard Saw Sets used by the leading saw mills for cross cut, circular, timber and board saws.

CHAS. MORRILL, - 271 Broadway, NEW YORK

CORN AND BEAN PLANTERS



King of the Field is the best hand corn planter made. We also make step ladders, curtain stretchers, ironing boards, etc. Ask for catalogue and prices.

Otterville Manufacturing Co., Limited, - Otterville, Ont.

SELL

Royal Metal Polishes

NOW

Do not wait for to-morrow, but push these sterling metal polishes now in the springtime, when everybody is thinking of cleaning up.

ROYAL POLISHES are the best for all kinds of metals. Housekeepers KNOW this.

HAVE YOU A STOCK?



ROYAL POLISHES COMPANY
MONTREAL

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*

SPUR OF THE MOMENT ORDERS come to Hardwaremen for

BELTING

and the WISE merchant should keep a small, well assorted stock of LEATHER BELTING ready for the EMERGENCY.

YOU try it. You'll get the business, and always get it.

We can supply you with anything and EVERYTHING IN LEATHER BELTING and LACE LEATHER.

OUR LEATHER BELTS stretch less than any other.

A TRIAL ORDER WILL CONVINCE

J. L. GOODHUE & CO., LIMITED
DANVILLE, P.Q.

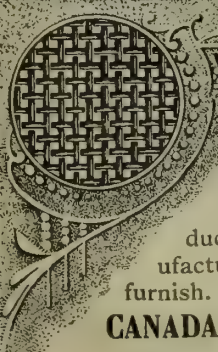


Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

ORNAMENTAL IRON WORK



WIRE CLOTH AND WIRE GOODS

There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish. **Inquiries Solicited.**

CANADA WIRE GOODS MFG. CO.
HAMILTON

JOSEPH RODGERS & SONS,
SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

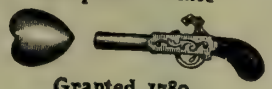
REGISTERED TRADE MARK
GRANTED 1682

Sole Agents for Canada

James Hutton Company
Montreal

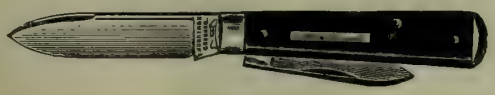
Jonathan Crookes & Son

Corporate Mark

Sheffield  England

Granted 1780.

SUPREME CUTLERY

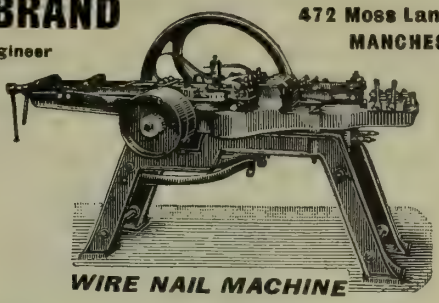


For Sale by Leading Wholesale Houses

Ed. BRAND

Engineer

472 Moss Lane East
MANCHESTER, ENG.



WIRE NAIL MACHINE

Every description of the most modern and complete Machinery for Wire Drawing, Netting, Weaving, Improved Automatic Machinery for making Barb Wire, Quadrangular-mesh Netting, Staples, Wire Nails, Rivets, Wood Screws, Wire Mattresses, Foot Mats, Cotter Pins, Electric Welded Steel Chains, Furniture Springs, Pins, &c., &c. Correspondence solicited.

"VOL-PEEK" GRANITE CEMENT

NOW is the time to sell this CEMENT. Just mention "ANY POTS AND PANS IN HOLES?" to your customers. Tell them it will mend holes in anything. One package will mend FIFTY holes and not any tool necessary but your hands. It sells on sight. Neat display easels supplied the trade. To-day is the day to write for prices.

H. NAGLE & COMPANY
MONTREAL, QUE.

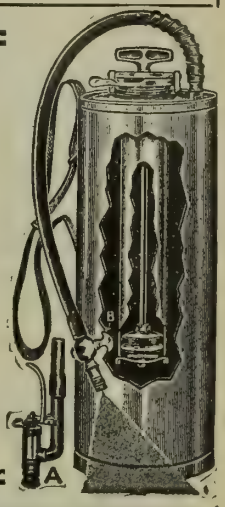
Our Improved Automatic Compressed-Air Sprayer

is the most satisfactory hand machine now in the market for

APPLYING PARIS GREEN TO POTATOES

It is substantially built and every Machine is GUARANTEED. It is the handiest Sprayer for general purposes yet produced. A boy can do the work. Saves time, labor and material. Working parts all brass. Made in Galvanized iron or brass. *Ask for 1910 Model.*

CAVERS BROS.
Manufacturers GALT, ONT.



You Will Save Money
By Using

"Neptune Unrivalled" Patent Steel Fencing Wire

and

"IGEL" BARB WIRE

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft Carlswerk, M. E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

When in the market for

Glues, Gelatines, Size, Etc.

you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England



Special Display Case

Write for Price

THE MANUFACTURERS SALES CO., - Birks Bldg., MONTREAL

RIVETS

of any description

BRASS—COPPER—IRON

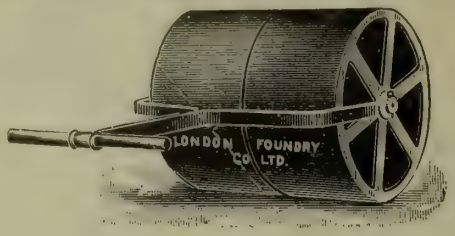
Perfect Goods Prompt Delivery

Trial Orders Solicited

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

HAND ROLLERS

Just the Thing for Rolling Lawns



Two Section Hand Roller

Made entirely of cast iron and steel, with 2-inch axle on which revolve two cast iron drums, each 12-inch tread and 22-inch diameter.

One Piece Hand Roller

18-inch tread and 26-inch diameter.

Water Ballast Hand Roller

36-inch tread and 30-inch diameter.

Write for Catalogue and Prices

THE LONDON FOUNDRY CO.,
LODON, CANADA Limited



GIFT-HUNTING FRIENDS

will be grateful to you for the suggestion that one of our

TABLE KETTLES and **Stands**

would prove a most acceptable present.

They are made in a variety of most artistic designs in polished brass or copper, nickel-plated and silver-plated, and are fitted with asbestos force-draught lamp.

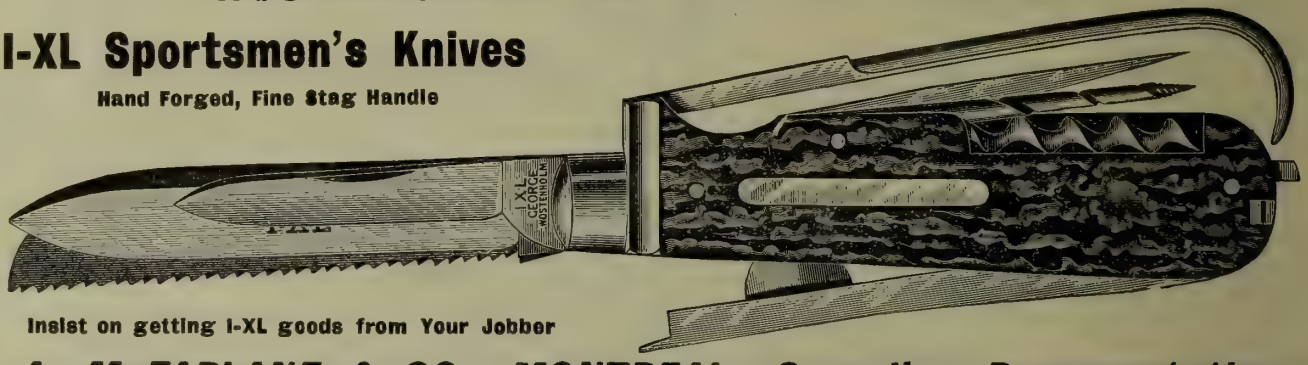
Write for illustrated catalogue.

THE BUFFALO MANUFACTURING CO.
Canadian Representatives BUFFALO, N.Y.
H. F. McIntosh & Co., 28 Toronto St., Toronto.

WOSTENHOLM'S FINE SHEFFIELD CUTLERY

I-XL Sportsmen's Knives

Hand Forged, Fine Stag Handle



Insist on getting I-XL goods from Your Jobber

A. McFARLANE & CO., MONTREAL, Canadian Representatives

Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at
Montreal, Que. Hull, Que.
Marlbank, Ont. Belleville, Ont.
Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

Head ffice:
Montreal

Sales Offices:
Montreal - - Toronto
Winnipeg - - Calgary

No. 4---Cold Blast



Wright's Cold Blast Lanterns are constructed on the Genuine Cold Blast principle, and are guaranteed

Winnipeg Distributors:
MERRICK - ANDERSON COMPANY
Winnipeg, Man.

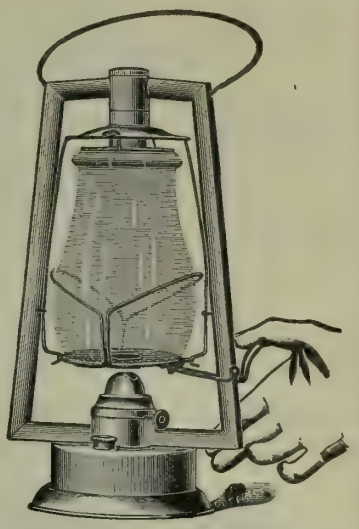
No. 25---Japanned Reflector



Wright's Small Lanterns give the maximum amount of light. Send for sample dozen.

E. T. Wright & Co.
Hamilton, Can.

C Lift



Electric Welded



Highest Quality

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

Coil Chain | Logging Chain | Heel Chain | Loading Chain | German Coil | Halter Chain | Tie Outs | Cow Ties

McKINNON CHAIN COMPANY

BUFFALO, N.Y. ST. CATHARINES, ONT.

"Excello" Power Washing Machines.



MADE IN THREE STYLES
Suitable for all purposes on wash day.

Something Entirely New!

Will wash large, heavy pieces as well as the smallest and most delicate.

Guaranteed not to tear or injure any garment, including the most delicate laces and silks.

Our new catalog describes fully every detail. Mailed on request.

MR. DEALER—

We wish to direct your notice to the improved Water Power Motors, furnished in three styles.

CITY WATER RUNS IT.

IT WASHES WHILE YOU RINSE AND HANG OUT.

AGENTS:

The Excello Specialty Mfg. Co.
Write. BERLIN, ONT.

WE'LL TREAT YOU RIGHT

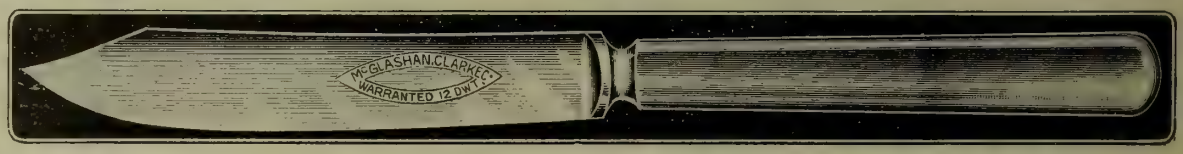
You'll not be sorry if you give us your business in

TARRED FELT, ROOFING PITCH, COAL TAR AND OTHER ROOFING MATERIALS

We can afford our customers every facility—such as prompt shipments and close attention to their requirements. Besides, our goods cannot be beaten either for quality or price.

WRITE US AT ONCE

LOCKERBY & McCOMB, Ltd., 65 Shannon St., Montreal

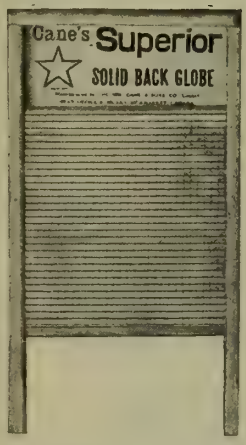


A STRONG-SELLING and SEASONABLE LINE

Put up in half-dozen lots, in white satin-lined boxes. The cut shows the plain 12-dwt. quality Fruit Knife, a good line to handle just now with profit. Write for our catalogue.

McGLASHAN, CLARKE CO., Limited, Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill St., Moutreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont
DAVID PHILIP 291 Portage Ave., Winnipeg, Man.



It Pays to Sell CANE'S Washboards

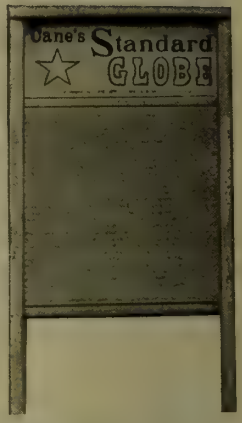
because they are the best-made washboards on the market and are as good as washboards can possibly be made.

Made in ten different styles and grades to suit every class of demand.

These goods are rapid and constant sellers everywhere and never fail to please the women.

Ask your jobber for Cane's Woodenware.

The Wm. Cane & Sons Co., Limited
NEWMARKET, ONT.

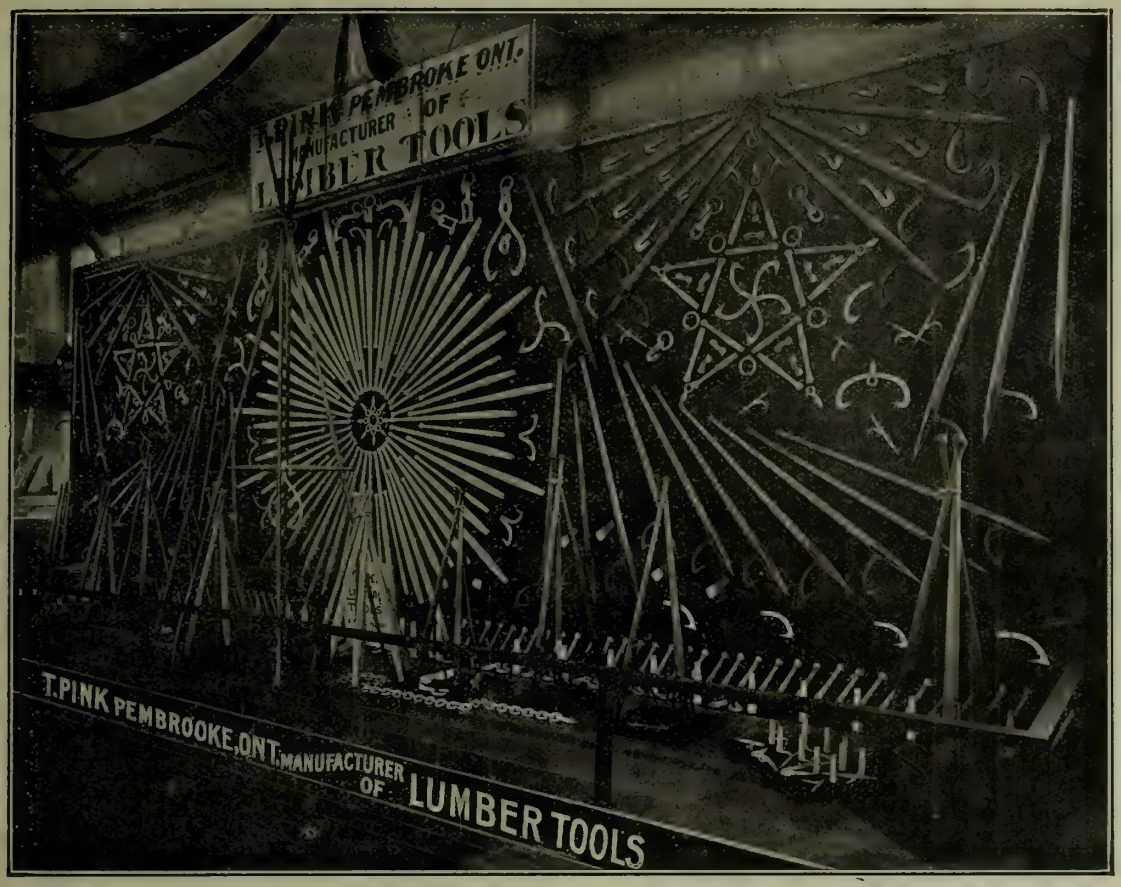




THE "FAVORITE" CHURN

is a good one every way you look at it. The barrel is of thoroughly seasoned hardwood, with trunnions balance bolted on. Stand is angle steel, very light, perfectly rigid and very strong. Has a most convenient hand and foot drive, and roller bearings for easy running. It easily BEATS ALL OTHER CHURNS in Canada as a seller. In fact, more "Favorites" are sold than all others combined. It's the churn that will pay you best. 8 sizes, to churn one-half to 30 gallons of cream.

David Maxwell & Sons, St. Mary's, Ont.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

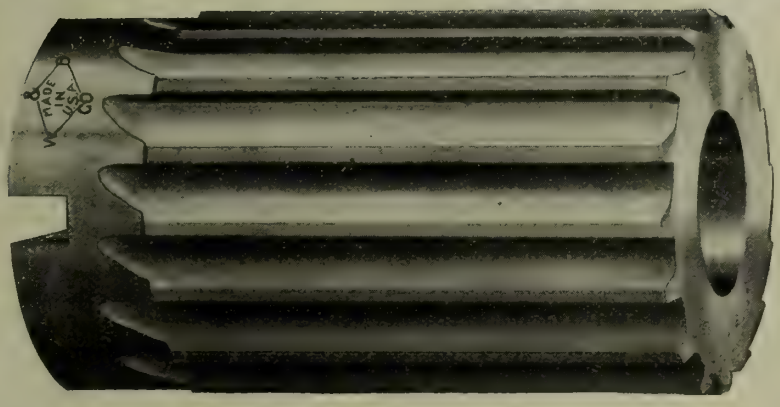
Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

This Trade W B Mark

Stands for Quality and Accuracy



This Trade W&B Mark

Stands for Quality and Accuracy

For Absolute Accuracy

Always Demand

"W & B-DIAMOND" REAMERS

Made in all styles and sizes from Carbon Steel or the latest improved VANADIUM high speed steel, carefully tempered, and will give greater service than any others on the market. Every "W & B-Diamond" Reamer must conform to micrometer measurements as it passes through the various operations of manufacture and is subjected to the most rigid tests and inspections.

We carry the largest and most complete stock of Twist Drills and Reamers in Canada and make instant shipment.

The Whitman & Barnes Mfg. Co.

ST. CATHARINES, ONTARIO

3rds *for* 4ths

INSIST upon your cases being marked third quality, both 16 oz. and 21 oz.

WE SELL 3rd QUALITY at the same price as 4th quality, although 3rds cost us more.

DO YOU KNOW that the worst glass made in Europe is sent to *China* and to *Canada.*

INSIST upon getting 3rd quality. It costs no more than 4ths.

Consolidated Plate Glass Co.

DEALERS IN GOOD GLASS

Montreal Winnipeg Toronto

More Than 21,000 Retail Men

west of the Great Lakes contributed to the enormous fire insurance premium fund of Canada for 1908

$17,027,275.00

Of this amount a little over $3,000,000 was retained in Canada, the balance going to other countries.

The Retail Merchants' Fire Insurance Company

Incorporated

is now being organized with a million dollar charter. Its stock being offered to retail merchants.

There is more than an opportunity contained in this message. Write at once to the Secretary of the Organization Committee,

George J. Hyndman

406 TRAVELLERS BLDG., WINNIPEG

for prospectus of the Company, application for stock and any further information.

Western Retail Association

THE WHITE MOP WRINGER COMPANY



offers the **Largest Line of Mop Wringers** in the **World.** Latest improvements. Up-to-date.

Satisfaction Guaranteed

The Best Mop Wringer

Why? Because easiest to operate, wrings driest, and is the most durable on the market. Adapted to sheet iron or wooden pails. Free display rack. Liberal discounts. Write to-day for catalogue

MADE IN CANADA

WHITE MOP WRINGER CO.

Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively





This Trade Mark Insures Genuineness Originality Perfection Satisfaction

OAKEY'S The original and only genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

The AYLMER



Branch Pipe Double Acting Force Pump fitted for Windmill or Hand use.

New Adjustable Base and Union Spout. This pump is adapted for any and all wells from a 5 5/8 inch hole up and any depth well up to 100 feet. These Pumps are fitted with Brass Upper Cylinders, Expansion Plungers, Steel Bolts, and large Airchambers. They are our best and latest goods.

Manufactured only by

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

CHANCE'S FAMOUS FIGURED GLASS

To Architects, Builders and Contractors we will send, on request, a sample box of the famous Figured Glass manufactured by

CHANCE BROS. & CO., Ltd.
Near Birmingham, England

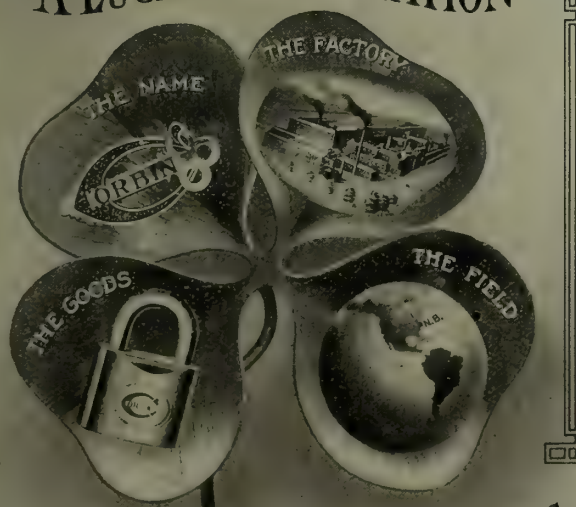
Samples include Figured, Muffled and Rolled Cathedral Glass, in a variety of patterns and tints.

Write now—you'll probably find among these samples just the glass for which you have been looking.

ADDRESS THE CANADIAN AGENTS

B. & S. H. THOMPSON & CO.
LIMITED
381 ST. PAUL STREET, - - MONTREAL

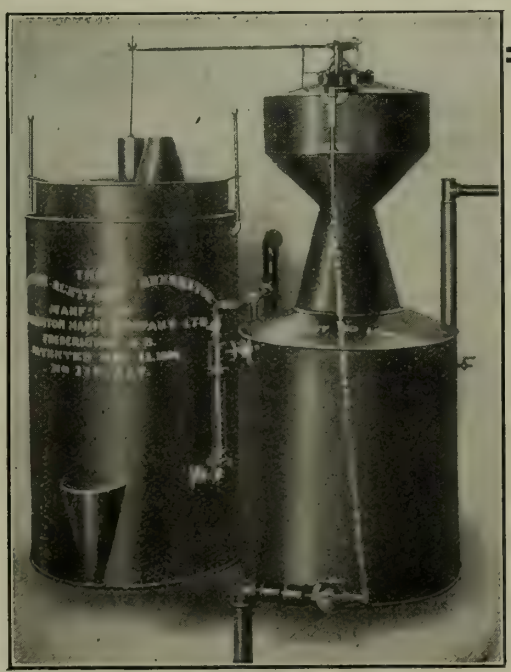
A LUCKY COMBINATION



EXTRUDED METAL PADLOCKS

CORBIN CABINET LOCK CO. NEW BRITAIN, CONN. U.S.A.
NEW YORK CHICAGO PHILADELPHIA

CABINET, TRUNK, SUIT CASE LOCKS AND TRIMMINGS.
MISCELLANEOUS HARDWARE, KEYS AND KEY BLANKS.



The Monitor Acetylene Generator

Canadian Patent No. 118,217

Are you ready to install this up-to-date lighting plant?

It has been approved by the Canadian Board of Fire Underwriters for installation in any insured building in Canada. Absolute safety, perfect action, uniformity of gas pressure, simplicity, ease and safety of recharging, are features of the "Monitor" The Carbide Feeding Device operates outside and not within, hence cannot possibly form accretions become clogged or encrusted with lime salts, thus cannot go wrong.

Write for Catalogue and particulars.

DEPARTMENT E.

Monitor Manufacturing Company
FREDERICTON N. B.

A WARM HOUSE in winter is a COOL HOUSE in summer

This IDEAL can be achieved by using OUR BUILDING PAPERS and ROOFING.
It saves MONEY and gives COMFORT at the same time BRINGING BUSINESS to the dealer.
We make these lines to suit the Canadian climate. These are the Brands—

BLACK DIAMOND Tarred Felt **JOLIETTE and CYCLONE Sheathing.**

We also sell wrapping papers of all descriptions

ALEX. McARTHUR & CO., Limited
82 McGill Street **MONTREAL**
F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb ... 0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial,genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal.—Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb.

Lion Metal Co., Montreal. — Lion Extra, 60c.; Genuine, 50c.; Crown, 40c.; Antifriction, 30c.; Special, 25c.; "A," 20c.; "B," 15c.; "C," 12c.; Mag Metal, 10c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates. 3-16 inch.....	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ⅛ to 1 inch, round	0 21
Tubing, seamless base, per lb.....	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot.....	13 75 13 75
Cut lengths, round bars, ½ to 2 in. .	21 00
Plain sheets, 14 oz., 14x48", 14x60"..	23 00
Plain, 16 oz., 14x48 and 14x60.....	22 00
Tinned copper sheet, base.....	24 00
Planished base.....	28 00
Braziers', in sheets, 6x4	23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

	Montreal.	Toronto.
Canadian foundry, No. 2 ..		90 00
Middlesboro, No. 3 pig iron..	17 75	20 25
Summerlee, No. 2 " ..	20 25	22 50
Carron ,special.....	20 00	....
Carron, soft	19 75	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow.....	17 75	20 50
Glengarnock.....	....	22 50
Radnor, charcoal iron.....	32 00	32 50
Ayresome, No. 3.....	18 75	....
Ferro Nickel pig iron (Soo)....		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...		27 50
Angles..... ... base	2 50	2 60
Common bar, per 100 lb.....	1 90	2 00
Forged iron	2 05	2 10
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Mild steel.....	1 90	2 10
Sleigh shoe steel.....	1 90	2 10
Iron finish machinery steel (domestic)	1 95	2 10
Iron finish steel (foreign)....	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 40	2 50
Mining cast steel.....	0 07¼	0 08
High speed.....	0 65	0 65
Capital tool steel.....	0 50	....
Cammell Laird		0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel.....	0 06½	....
Silver tool steel.....	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch.....	....	0 06
⅞ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 45
12 "	2 30	2 45
14 "	2 20	2 30
17 "	2 20	2 35
18 "	2 20	2 35
20 "	2 20	2 35
22 "	2 25	2 40
24 "	2 25	2 40
26 "	2 35	2 50
28 "	2 40	2 65

CANADA PLATES

Ordinary, 52 sheets.....	2 40	2 60
All bright, 52 sheets.....	3 50	3 50

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52.....	4 45	4 45	4 35
60.....	4 70	4 70	4 60
20x28x80.....	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20....	3 60	3 35	3 60	3 60
22-24....	3 65	3 40	3 65	3 65
26.....	4 05	3 80	4 05	4 05
28.....	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 25 cents extra.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 35
26 " "	3 85	3 40
28 " (26 English).	4 10	3 85
10¾ oz., equal to 28 English	4 35	4 15

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜	2 25	⅜	3 03
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c.
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09½	0 10½
Heavy red brass....	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass.....	0 06	0 06½
Tea lead.....	0 02½	0 02½
Heavy lead.....	0 02½	0 02¾
Scrap zinc	0 03	0 03½
No. 1 wrought iron	12 00	11 00
Machinery cast scrap,No.1	16 00	15 50
Stove plate.....	12 50	13 00
Malleable	9 00	8 00
Miscellaneous steel	5 00	6 00
Old rubbers....	0 09½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 50	3 75
Imported pig, per 100 lb.....	3 75	3 85
Bar pig, per 100 lb.....	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll...	5 00	5 00
Sheets, 3 to 6 lb. ft.....	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4¼c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 20	0 20
Wiping	0 18½	0 19

SHEET ZINC.

5-cwt. casks	6 75	6 75
Part casks.....	7 00	7 00

SPELTER.

Foreign, per 100 lb	5 75	5 75

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $35 00 35 00

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box
I C,14 x 20 base	$5 50
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X	8 00

"Dominion Crown Best"—Double Coated, Tissued.

	Per box
I C, 14 x 20 base.....	5 50
I X, 14 x 20 "	6 50
IXX 14 x 20 "	7 50

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base.....	4 25
I X, 14 x 20 "	5 00
I XX, 14 x 20 "	5 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. }	
" 14x60, " }	6 75
" 14x65, " }	

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25 7 50
" " 26 "	8 00

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

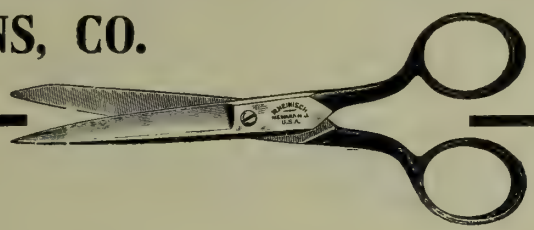
Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18 $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21 $7! — No. 22, $7.30 — No. 23, $7.65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27 $10—No. 28, $11—No. 29, $12—No. 30, $13— No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.— packed in casks or cases, 15c.—bagging or papering, 10c

HEINISCH SHEARS

TAILORS' SHEARS—TRIMMERS—SCISSORS—TINNERS' SNIPS

You will never lose the confidence of a customer through selling Heinisch Shears. On the contrary, you will gain prestige with every pair that goes out of your store. Eighty-five years of experience in shear manufacture are behind Heinisch Shears.

R. HEINISCH'S SONS, CO.
NEWARK, N.J., U.S.A.



Sold by all Jobbers

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs.. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

	Montreal	Toronto
In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow "	0 18
Golden ochre "	0 11
French " "	0 09
Chrome green "	0 11
French permanent green"	0 15
Signwriters' black "	0 17
Marine black, 25 lb. irons	0 05

GLUE.

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Brantford all-round glue, ½-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 19½	0 19½
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb., "	0 23½	0 23½
Tins, 1-lb., 100 in case	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints	1 70
Canada Paint Co.'s pure	1 60
Globe house paint (Windsor)	1 25
"New Era" house paint (Windsor)	1 35
Benj. Moore Co.'s "Ark" Brd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson's "English"	1 60
Ramsay's paints, Pure	1 40
" Thistle	1 10
Martin-Senour 100 p.c. pure,	1 70
Senour's Floor Paints	1 45
Jamieson's "Crown and Anchor"	1 50
Island City pure paints	1 50
Sanderson Pearcy's, pure	1 40
Robertson's pure paints	1 40

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 45
Bladders in bbls	2 70

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Prime white petroleum per gal	0 13	
Water white "	0 15	
Pratt's astral "	0 17½	
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls	0 17	
Benzine, per gal single bbls	0 15	
Turpentine, single barrels	0 82	0 83
Linseed Oil, " raw	0 86	0 87
" " boiled	0 89	0 90

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	5 00
Finest elastic gearing	5 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 75
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	9 50
Canada Paint Co's. white enamel	3 50
Canada Paint Co's sun varnish	2 00
" Kyanize" Interior Finish	2 40
" Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 50
C.O. Co's. Permanite, interior	2 00
" Herculo, exterior	2 50
" Reflex, floor	2 25
" Japanite Dryer	1 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 25	6 40
Elephant Genuine	6 25	6 40
Lily Pure	5 75	5 90
Tiger Pure	5 55	5 70
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		5 50
Brandram's B. B. Genuine	7 00	7 15
" Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 50	5 65
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 75	5 90
Island City pure lead	5 75	5 90
Sterling C.P.		5 75
" Decorators		5 25
Sanderson Pearcy's		5 75
Robertson's C.P., lead	5 50	5 65
Decorators' Pure	5 75	5 90

No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50 14 00
Plain ship, "	18 00 22 00

AXES AND HATCHETS

Single bit, per doz	6 00 9 00
Double bit "	10 00 12 00
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 00 6 00
'Boys' Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle "	1 45 6 75
Claw "	1 70 5 00
Barrell "	5 50 6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz. pairs.
Stearns wood track	4 50 6 00
Zenith	9 00
Atlas, steel covered	5 00 6 00
Perfect	8 00 11 00
New Milo, flexible	6 50
Double strap hangers, doz. sets	6 40
Standard jointed hangers, "	6 40
Steel King hangers "	6 25
Storm King and safety hangers	6 50
" " rail	4 25
Crown	4 35
Crescent	6 50
Sovereign	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUT

Carriage Bolts, common new $1 list	Per cent
" " ⅝ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅝ and less	60, 10 and 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅝ and less	60 and 10
" " 7-16 and larger	55 and 5
Coach Screws, new list	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80

Amatite ROOFING

"Easy to sell because consumers want a Roofing that needs no Painting."

IF *you* do not sell Amatite Roofing in your territory soon somebody else will, because there is a constantly increasing pressure from the consumer.

We are spending $100,000 on advertising annually to make this demand.

We are teaching the consumer to demand a roofing *that does not need painting*. The day of the "Paint-me-often-oids" is past. People everywhere are asking for the roofing with a *mineral surface* which will need no care.

Amatite costs no more than roofings that need continual painting. The customer gets 100% more value in a dollar spent on Amatite than on any of the old-fashioned so-called "rubber" or "gum" roofs. Send along your order.

The Paterson Manufacturing Company, Ltd., Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B., Halifax, N.S.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb.	0 06
Nails, per lb.	0 05
Mop cotton, per lb	0 15

BINDER TWINE.

500 feet, sisal	0 07½
500 " standard	0 07½
550 " " manilla	0 07½
600 " "	0 08¼
650 " " "	0 09

Car lots, ½c. less; 5-ton lots, ¼c. less
Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, 45 p.c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.
Crescent brands, 70 per cent.

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 60	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	3 00
3 " " "	3 65
4 " " "	4 80
5 " " "	6 60
" "	8 00

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS

Bit stock drills, 2-32 in., doz 0 67

ESCUTCHEONS

Canadian, 45 and 10 per cent.

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 75
10 " " "	3 00
12 " " "	3 50
15 " " "	5 00

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs. 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent,
Galvanized washtubs, 45 per cent.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch...per gross	9 00
" " ¾ " "	10 00
" " 1 " "	12 00
Leather, 1-inch ..... per doz.	4 00
Leather, 1¼ " ..... "	5 20
Web	2 45

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge—	
under 12 in. per 100 lb.	4 50
over 12 in. "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $8.40; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—	
¼ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6 00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast...per doz.	8 75
Lift Tubular and Hinge Plain, "	5 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.10; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $5.10; do., 4 knives, $6.25; 9 in. wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½ in. wheel, 4 knives, 12 in. sizes, $8.50; ball bearing, do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 3½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 18½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 35
1¼ inch	3 00
1½—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3¼—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers ....per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 48½.
"Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

Think What it Means to You!

CLAUSS GOODS have created a demand for themselves.

1. By the large and systematic consumer advertising throughout the North American Continent.

2. By the unconditional guarantee they give wit every article of their manufacture. And remember the **CLAUSS SHEAR COMPANY** manufacture the most complete line of cutlery in the world. Write for catalogue and further details.



Cut from Heel to Point Perfectly Nickel-Plated.

Ordinary Bent Trimmers

CLAUSS SHEAR COMPANY, 169 Spadina Ave., Toronto

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
8, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pitts, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter	....	15 00
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	16 00
Gillette Safety, each	....	2 75
Clauss Razors and Strops, 50 per cent		
Ever Ready Safety	....	9 00

ROPE AND TWINE.

Sisal rope	0 09
Pure Manilla rope	0 10½
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine per lb.	0 52 0 45
Staging "	0 27 0 25

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 feet, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 30 lbs	1 40

SASH CORD.

No. 8, per lb. 0 34½

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

SCYTHE SNATHS.

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's	per doz. 0 65	1 00
North Bros., No. 30	per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks	60

STAPLES

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co., 33½ p.c.

STOVE BOARDS

Lithographed, 50 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch "	7 50
Nestable, 45 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 22
7-inch "	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p.c.	

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	6 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe per gross		3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	22 00
" under 40 lb., "		....	24 00
200 lb. and over		....	28 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch pointed shoe rivets, 45 and 10; cheese box tacks, trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 84
" steel, No. 264, 66 ft., each	3 60
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs.		3 55
Saw vise	4 50	5 00
Blacksmiths', 60; parallel, 45 per cent.		

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz.	73 75
Square "	77 50
Dowswell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	172 50
20 per cent.	

WRINGERS

Royal Canadian, 11 in., doz.	46 25
Improved Royal Canadian, 11 in.	48 75
Eze, 10 in., per doz	47 25
Bicycle, 11 inch	58 25
Trojan, 12 inch	101 50
Challenge, 3 year, 11 in.	49 75
Ottawa, 3 year, 11 in.	56 00
Favorite, 5 year, 1 in.	57 00
20 per cent.	

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in.	1 00
" " " 36 in.	1 25
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shove handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and cund whiffletrees hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods p.c.

WRENCHE

Agricultural, 67½ p.c.

WROUGHT IRON WASHER

Canadian, 50 per cent.

INDEX TO ADVERTISERS

Allan Hills Edge Tool 18
American Shearer Co 26
Anthony, M. B. 26
Anti Splash Filter Co 26
Armstrong Bros. Tool Co 30
Atkins, E. C., & Co 30
Atlas Mfg. Co 27
Autolock Safety Cock and Bolt Co 18
Aylmer Pump and Scale Co 69

Banwell Hoxie Wire Fence Co 25
Barrett, W. L 26
Barnett, G. & H. Co ....outside back cover
Beath, W. D. & Son 14
Beardwood Agency 27
Bissell Carpet Sweeper Co 31
Boker, H. & Co 58
Bosse & Banks 26
Bowser, S. F., & Co., Ltd 56
Brand Ed 63
Brandram-Henderson, Ltd 52
Brantford Roofing Co 19
Bryan, Thos., Ltd 23
Buffalo Mfg. Co 64
Burrow Stewart & Milne Co, Ltd 16

Cameron & Campbell 27
Canada Bolt and Nut Co 19
Canada Cement Co 64
Canada Foundry Co 62
Canada Glue Co 6
Canada Metal Co 27
Canada Screw Co 76
Canada Steel Goods Co 8
Canada Wire Goods Mfg. Co 62
Canadian Copper Co 49
Canadian Ferrosteel Co 23
Canadian Heating & Ventilating Co 22
Canadian Sales & Mfg. Co 27
Canadian Hart Wheels 26
Cane, Wm. & Son 66
Carver File Co ....outside back cover
Cartland & Son, Ltd. Jas 9
Cavers Bros 63
Caverhill, Learmont & Co ..... .
Chesterman & Co., Ltd. Jas 58
Chance Bros 69
Chicago Spring Butt Co 1
Clare Bros 17
Clare, Little & Co 26
Clauss Shear Co 77
Collins Mfg. Co 27
Consolidated Plate Glass Co 68
Connor, J. H., & Son 9
Copp, W. J., Sons & Co 47
Covert Mfg. Co 21
Corbin Cabinet Lock Co 69
Crookes, Jonathan, & Son 63
Cummer Dowswell, Ltd 60
Cummings, P. R 26

Davidson, Thos., Mfg. Co 8
Dennis Wire & Iron Co 25
Directory of Manufacturers 26 27
Dominion Electric Co 57
Disston, Henry, & Son 9
Dominion Cartridge Co 34
Dominion Wire Mfg. Co 28
Dorken Bros ..... outside front cover, 62
Dougall Varnish Co 56
Dover Mfg. Co., The 12

Excello Specialty Co 65

Ford Auger Bit Co 62
Frothingham & Workman, Ltd 4

Galt Art Metal Co., Ltd., The 32
Gibb, Alexander 26
Gilbertson, W., & Co 25
Goodhue & Co., Ltd., J. L 62
Gourack Ropework Co 26
Greener, W. W 10
Greening, B., Wire Co 21
Grove Chemical Co 63
Guelph Sprinp & Axle 55
Gutta Percha & Rubber Mfg. Co ..... outside back cover

Harris, J. W., Co 24
Hart & Cooley 22
Heinisch, R., Sons Co 71
Hemphill, T. W 26
Hobbs Mfg. Co 59
Horton Mfg. Co 14
Hoyle, Robson, Barnett & Co 47
Humphreys & Co., Ltd., W. R 2
Hutton, Jas., & Co 62

Imperial Varnish and Color Co 51
International Varnish Co 56

James & Reid 27
Jardine, A. B., & Co 47
Jenkins & Hardy 27
Jenkins Bros 59
Jones Mfg. Co., Ltd., D. F. The 25
Johnson's, Iver, Arms and Cycle Works 49

Kains, J. M., & Co 26
Kemp Mfg. Co 34
Kendrick & Co 27
Kerr Engine Co ..... inside back cover
Kyle, P 26

Laidlaw Bale Tie Co 75
Leslie, A. C., & Co 49
Lewis Bros., Ltd 2
Lockerby & McComb 66
London Foundry Co 64
London Rolling Mill Co 49
Lufkin Rule Co ..... inside back cover
Lysaght, John ..... outside front cover

McArthur, Alex., & Co 70
McClary Mfg. Co 31
McDougall, R., Co 23
McFarlane & Douglas, Ltd 48
McGlashan-Clarke Co., Ltd 66
McKinnon Chain Co 65
McMaster, R 23

Malleable Iron Range Co 17
Manufacturers Sales Co 66
Maple City Mfg. Co 1
Martin, S. B 55
Martin-Senour Co 5
Maxwell, D., & Sons 66
Metal Shingle and Siding Co 32 33
Metallic Roofing Co 2
Millers Falls Co 55
Monitor Mfg. Co 69
Montreal Rolling Mills Co 51
Moore, Benjamin, & Co 52
Morrill, Chas 62
Morris & Bailey Steel Co 61
Morrison, James, Brass Mfg. Co 28

Nagle & Co., H 66
National Hardware Co 24
Newman, W., & Sons 26
Nicholson File Co 75
Nickel Plate Stove Polish 63
North Bros. Mfg. Co 1
Nova Scotia Steel and Coal Co 49

Oakey, John, & Sons 68
Oneida Community 29
Ontario Lantern and Lamp Co 60
Otterville Mfg. Co 62
Parmenter Bullock Co., The 27
Paterson Mfg. Co 72
Pearson, Geo. D. & Co 27
Pease Foundry Co 45
Peterborough Lock Co ....inside back cover
Pilkington Bros 57
Pink, Thos 67
Progress Co., The 13

Queen City Oil Co 45

Ramsay, A., & Son Co 55
Retail Merchant Fire Ins. Co 68
Reid, James 27
Robertson Mfg. Co., Ltd., P. L 63
Robertson, Jas., Co., Montreal 61
Rodgers Sons & Co., Ltd., Henry 33
Ross Rifle Co 76
Royal Polishes Co 62

Samuel, M. & L., Benjamin, & Co 24
Sanderson-Harold Co., Ltd., The 31
Scarfe & Co 57
Seymour, Henry T., Shear Co 25
Sharratt & Newth 33
Shaw, A., & Son 25
Sherwin-Williams Co 47
Simonds Mfg. Co 25
Simonds Canada Saw Co 14
Smart Mfg. Co., Ltd., The James 16
Sonne, Thos., sr 26
Standard Paint and Varnish Co 55
Stanley Rule and Level Co 11
Stephens G. F 45
Stewart Mfg. Co., Jas., Ltd 22
Still, J. H., Mfg. Co ....inside back cover

Taylor-Forbes Co ....outside front cover
Thompson, E. & S. H ...outside back cover
Thompson & Gunn 26
Toronto Furnace and Crematory Co 27
Toronto Plate Glass Importing Co 27

Want Ads 21
Warminton, J. N 27
Watson Jack, & Co 63
Wostenholm's Cutlery 64
Western Clock Mfg. Co ..inside front cover
Western Wire and Nail Co 33
White Mop Wringer Co 68
Whitman & Barnes Mfg. Co 67
Winnipeg Ceiling and Roofing Co 45
Winnipeg Paint and Glass Co., Ltd 48
Wright, E. T., & Co 6

CLASSIFIED LIST OF ADVERTISEMENTS

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Anchors, Star Screw
Star Expansion Bolt Co., New York

Awnings
Bartlett, Wm., & Son, Toronto

Babbitt Metal.
Canada Metal Co., Toronto
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co., Montreal.
Geo. Langwell & Son, Montreal

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting
J. L. Goodhue & Co., Danville, Que.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal
Starr Mfg. Co., Dartmouth, N.S.

Bolts---Expansion
Star Expansion Bolt Co., New York

Box Strapping
J. N. Warminton, Montreal

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Bridle Rings---Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Bosse & Banks, 39 St. Paul St., Quebec
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y
Frothingham & Workman, Ltd., Montreal
Hanson-Tilley, J. H , Co., Montreal
Hill, Jas., & Co., Ltd., London, England
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cable Dogs, Sebco
Star Expansion Bolt Co., New York

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.
Joyce, F., & Co., London, England

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Chucks
Ryall Tool Co., Montreal.

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Dowswell Mfg. Co., Hamilton
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Pulleys
The C. S. Rollston Hardware Specialty Co., Vancouver, B.C.

Clothes Reels and Lines.
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton.
R. McMaster, Vancouver.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,
W. D. Beath & Son, Ltd., Toronto

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto.
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Drills---Brick and Stone
Star Expansion Bolt Co., New York

Electric Dry Batteries
Electrical Specialties, Ltd., Toronto

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engine Supplies, etc.
Kerr Engine Co., Walkerville, Ont
Penberthy Injector Co , Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Owen Sound Wire Fence Co., Owen Sound.
Watson, Jack & Co., Montreal

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Ltd., Montreal

Filters
Anti-Splash Filter Co., Owen Sound,

Firearms and Ammunition.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.

Fire Escapes.
Dennis Wire & Iron Co., London

Food Choppers
Enterprise Mfg. Co., Philadelphia, Pa

Fret Saws
Hobbies, Limited, Dereham, Englane

Fret Work Outfits
Hobbies, Limited, Dereham, England

Furnaces.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing
Canada Metal Co., Toronto.
U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Galvanized Iron
John Lysaght, Ltd., Bristol, Newport and Montreal.

Glass
Pilkington Bros., Ltd., Montreal

Glass Cutters
W. L. Barrett, Bristol

Glass Ornamental
Pilkington Bros., Ltd., Montreal
Toronto Plate Glass Importing Co Toronto.

Glass Wired
Pilkington Bros., Ltd., Montrea

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Ryall Tool Co., Montreal

Glue.
The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appley Bridge, Eng

Handles.
Still, J. H., Mfg. Co.

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganonoque
Taylor-Forbes Co., Ltd., Guelph, On

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.

Hoop Iron.
Frothingham & Workman, Ltd., Montrea
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Montreal Rolling Mills, Montreal.
Jas. Pender & Co., Ltd., St. John, N.B.

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia

Ice Cutting Tools
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Ladders
Martin, S. B., Dalton, Ohio, U.S.A.

Lamp Black.
E Fielding, Toronto

Lanterns
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont
Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Locks, Knobs, Escutcheons, etc
Corbin Cabinet Lock Co., New Britain, Conn.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.
Lion Metal Co., Montreal

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
Jas. Pender & Co., Ltd, St. John, N.B.
United States Steel Products Export Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto, Ont.
Wright, E. T., & Co., Hamilton, Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Dennis Wire & Iron Co., London, Ont.
Canadian Wire Goods Mfg. Co., Hamton

Padlocks
Corbin Cabinet Lock Co., New Britain, Conn.

Pail Clasps
J. N. Warminton, Montreal

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne, Engl
Canada Paint Co., Montreal.
Dods, P. D. & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co. Toronto.
Pilkington Bros., Ltd., Montreal
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Martin-Senour Co., Montreal

Paris Green
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne.

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Plows.
The Paris Plow Co., Paris, Ont

Portland Cement.
Canada Cement Co., Ltd., Montreal
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Razors.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Reaper and Mower Supplies
Thos. Garfitt & Son

Registers
The Canadian Ferrosteel Co., Bridgeburg, Ont.
Hart & Cooley Co., New Britain, Conn
A. Welch & Son, Toronto.

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Brantford Roofing Co., Brantford.
Barber Asphalt Co, Philadelphia
Winnipeg Paint & Glass Co., Winnipeg
United Roofing & Mfg. Co., Philadelphia, Pa.
Lockerby & McComb, Montreal
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.

Rubber Stamps
Hamilton Stamp and Stencil Works, Hamilton

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Sad Irons
The Dover Mfg. Co., Canal Dover, O.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Simonds Mfg. Co., Fitchburg Mass.

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton, On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J

Shaft Splice
Hercules Shaft Splice Co., Stratford, On

Shovels and Spades.
Frothingham & Workman, Montreal.

Silverware.
McGlashan, Clarke Co., Niagara Falls.

Snaps
Covert Mfg. Co., Troy, N.Y

Sprayers
Cavers Bros., Galt, Ont.
Thos Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Export Co., Montreal

Stencils
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton, Ont.

Stoves, Furnaces
Burrow, Stewart & Milne Co, Hamilton
W J Copp, Son & Co, Fort William, Ont
Canadian Heating & Ventilating Co. Owen Sound.
Davidson, Thos., Mfg. Co., Montreal.
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Jas Smart Mfg Co, Ltd, Brockville, Ont

Stove Repairs
Jones Bros., Toronto

Tackle Blocks
Boston and Lockport Block Co., East Boston, Mass.

Tacks.
Montreal Rolling Mills Co., Montreal.
Canada Screw Co, Hamilton
U.S. Steel Products Export Co., Montreal

Tapes.
Lufkin Rule Co., Windsor, Ont
Jas. Chesterman & Co., Sheffield Eng.

Tin Plate.
A. C. Leslie & Co., Montreal

Toe Calks
Jas. Pender & Co., Ltd., St. John, N.B.

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal

Vacuum Cleaners
Universal Vacuum Cleaner, Limited, Montreal

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Washing Machines, etc
J. H. Connor & Son., Ottawa, Ont.
Dowswell Mfg. Co., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Washing Machines—Power
Excello Specialty Co., Berlin, Ont.

Wagons—Children's.
Woodstock Wagon Co., Woodstoc

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montrea
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Wm Stairs Son & Morrow Co., Halifa

Wire Clutch Nails
J. N. Warminton, Montreal

Wire Goods
Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

Woodenware
Wm. Cane & Son, Newmarket

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN

Nicholson

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

When ordering your Spring requirements in

WIRE NAILS and OILED AND ANNEALED WIRE

Specify for the products of

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO

Vancouver—George Laidlaw **Winnipeg—Harry F. Moulden**

The "Made in Canada" Rifle



The plant in which the Ross Rifles are made in Quebec City represents an investment of over $1,000,000.00.

The Ross Sporting and the Ross Military Rifles are to-day unbeaten in their class and unequalled in their quality and value.

Dealers who take a pride in Canadian manufacturers and prefer helping Canadian to foreign and at the same time sell goods of unequalled value can unhesitatingly stock a supply of Ross Rifles.

Write for Catalogue and Discounts

Ross Rifle Co.

QUEBEC, P.Q.

It is to Your Advantage to Carry a Stock of

Machine Screws



Ours is the largest and most complete in Canada and you get prompt delivery by ordering to-day from your jobber. We have had the trade for a third of a century and you can't afford to be without the recognized **Standard** goods. Special sizes made up promptly. All dealers "who know" specify our goods.

We also make: Wire—Bright, Coppered and Tinned, Wood Screws, Stove and Tire Bolts, Rivets in Iron, Copper and Brass, Fence Staples, Wire Nails, Tacks, Bright Wire Goods, etc.



Canada Screw Co., Limited

TORONTO HAMILTON MONTREAL

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED



THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

TRADE TRAPPERS!

Particularly in the case of **Axe Handles,** quality is the determining feature as to where the trade will go.

If you stock

STILL'S AXE HANDLES

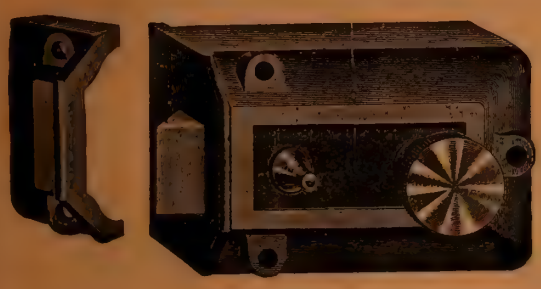
you will be influencing a large volume of profitable trade to your store. They are just as good as skill and care in their selection and manufacture can make them.

Send for Quotations

J.H. Still Manufacturing Co. Limited

ST. THOMAS - ONTARIO

SAFE - WELL-FINISHED - RELIABLE





Cylinder Night Latch, No. 103

These are some of the features of our Rim and Mortise Locks and of our Inside, Front and Store Door Sets which commend them to every hardwareman. They are just the line to handle to influence the profitable Builders' Hardware Trade your way. Get our prices.

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bent Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD. YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., of Canada, Ltd.

Windsor, Ont.

London Office and Warehouse—24 and 26 Holborn.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals



Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



EKERT PROCESS

TRADE RADIUM MARK

PAT. IN CANADA 1907

VALVE DISCS



Nothing to equal them has ever been made

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Winnipeg Calgary Vancouver

"APOLLO"

Galvanized Sheet Iron

We carry a stock in all sizes and gauges and can make immediate shipment.

B. & S. H. Thompson & Co.

LIMITED

MONTREAL

DELTA



DELTA FILE WORKS

CARVER FILE CO.

PHILADELPHIA, PA.

An independent organization not connected with the trust in any form, shape or manner.

FILES OF QUALITY

FILES

The Highest Grade File Made

The File You Will Eventually Buy

BE FILE Particular

AND USE

DELTA FILES

THERE IS A REASON

Absolutely Crucible Steel Used; Highest Grade of Skilled Labor Employed; Consequently, Longer Life and Greater Efficiency, and Economy to the User.

CARVER FILE COMPANY **DLETA FILE WORKS** Philadelphia, Pa., U.S.A.

AN INDEPENDENT ORGANIZATION NOT CONNECTED WITH THE TRUST IN ANY FORM, SHAPE OR MANNER

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 111-127 University Ave. Winnipeg: 511 Union Bank Bldg.
New York: Rooms 1109-1111, 160 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, JULY 9, 1913 NO. 28

POCKET KNIVES
H. BOKER & COS
IMPROVED
TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS

For Sale by leading Wholesale Hardware Houses

"Queen's Head"

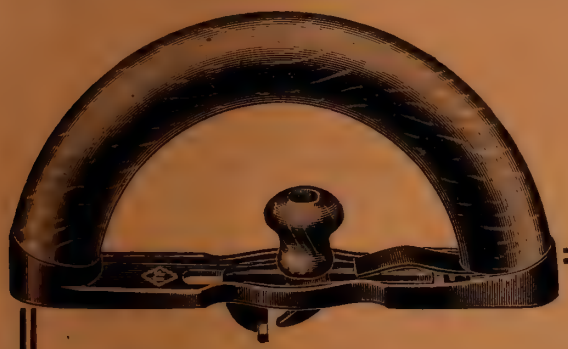
CANADA

Galvanized Iron

Stands the final test—*wear.*

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch



"MALLEABLE"
IRON HANDLE

The very best handle made for Mrs. Potts' Sad Irons is, without a doubt, our MALLEABLE IRON HANDLE.

It is an unbreakable malleable iron casting, combined with applewood, and will give your customers satisfactory and lengthy service.

As your jobber for Taylor-Forbes Hardware Specialties. : . : . : . : . : .

Taylor-Forbes Co., Limited

HEAD OFFICE AND WORKS

Guelph - Ontario

TAYLOR-FORBES CO., Limited, 246 Craig St. West, MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B.
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travellers Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENGLAND



The "GILLETTE" is the Life of a Successful Shaving Goods Department

and a live shaving goods department is not the least important part of the modern hardware store.

No doubt you are pushing baseball goods just now for all they are worth. Why not **put the shaving goods, with the GILLETTE the centre of attraction, right next the baseball goods?** The baseball man is certainly a likely customer.

In fact, every man is a likely buyer of the "razor of to-day"—the GILLETTE.

Young men—old men—merchants—farmers—men of affairs—travelers and stay-at-homes—are discarding the old-style razors and makeshift safeties and turning to the **GILLETTE for real comfort, convenience and time-saving.**

The sales of GILLETTES in Canada are far and away larger than those of all other safeties combined. Mention safety razors and ninety-nine men out of one hundred think of the GILLETTE. You don't have to talk a man into buying a GILLETTE—you simply induce him to act **now** on the resolve which he has already formed.

But leaving out altogether the profits on its sales, the GILLETTE is a mighty valuable part of your Shaving Goods Department. Recognized everywhere as the very best in razors, it naturally gives the customer the impression that your whole stock is equally good.

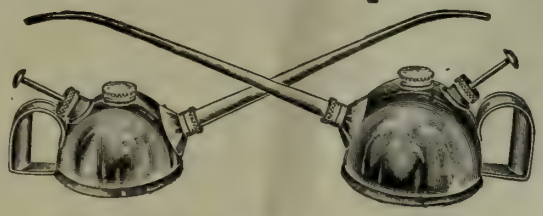
Moreover, the man who has bought a GILLETTE **comes back regularly** for new blades, giving you an excellent chance to do more business with him.

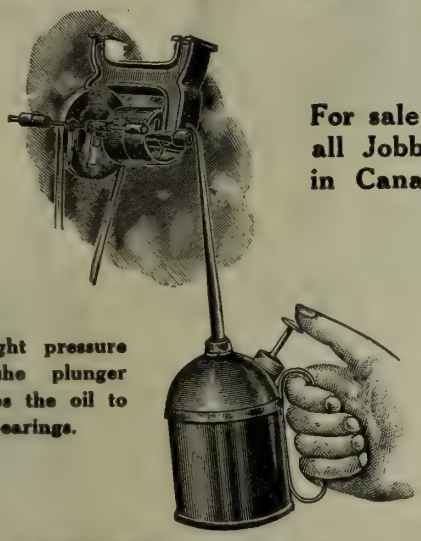
Make the GILLETTE your leader—get the new "Gillette Depot" sign up—and you will be taking the most important step towards making the most of your Shaving Goods Department.

Gillette Safety Razor Company of Canada, Limited

Office and Factory—63 St. Alexander Street, Montreal.

Howland's Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

MADE TO WEAR

It is just the extra care given in the selection of the wood, and the extra attention in the shaping of the handle that make

Still's Axe Handles

(though no dearer than other makes) just a little better than all the rest. These are the kind for the progressive hardwareman. They always give satisfaction.

Send for quotations

J. H. Still Manufacturing Co.
Limited
St. Thomas, Ontario

Are You Getting Your Share—
Of "YANKEE" TOOL Trade

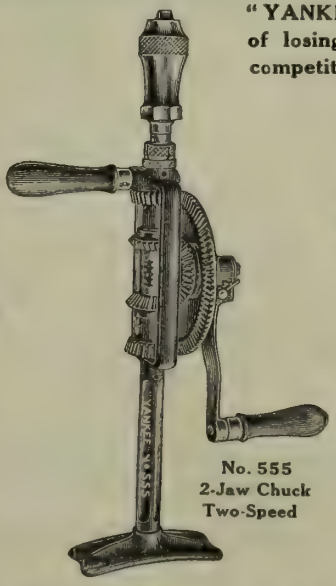
or do you turn it away? Everytime you turn away enquiries for new "YANKEE" Tools you run chances of losing a good customer to your competitor.



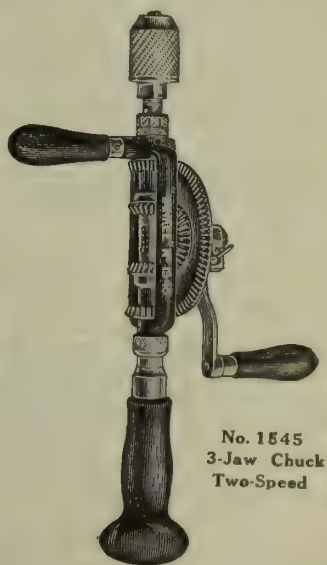
No. 1555
3-Jaw Chuck
Two-Speed



No. 545
2-Jaw Chuck
Two-Speed



No. 555
2-Jaw Chuck
Two-Speed



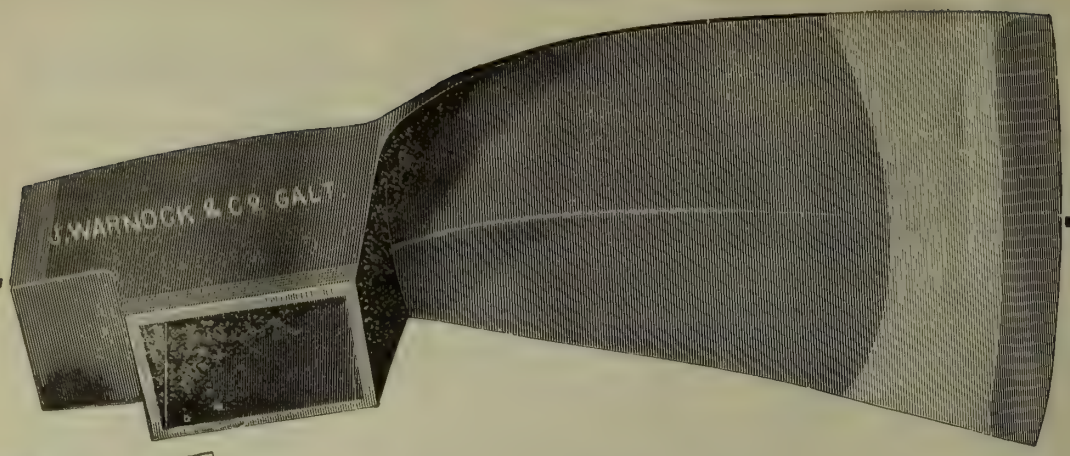
No. 1545
3-Jaw Chuck
Two-Speed

Think it over!

New "YANKEE" Tools are coming in fast

Ask your Jobber to quote on The New HAND DRILLS shown here

NORTH BROS. MFG. CO., Philadelphia, Pa.







ALLAN HILLS SHEFFIELD STEEL ADZES

are of the quality that makes pleased customers. Warranted flawless in quality, shape and finish. Sold by all jobbers.

Allan Hills Edge Tool Co., Ltd.
Galt, - - - - - Ontario



Convincing the Consumer

is an easy matter when you've got the goods. And Standard Rifles *are* the goods. Due to their exclusive and superior features they created a sensation in the fire-arms world at the start—and are now practically the only high-class rifle that hunters of big game want.

STANDARD RIFLES

2 Models
Gas-Operating
Hand-Operating

Thousands of our booklets, "Big Game Shooting," have been sent out to interested sportsmen who have inquired about Standard Rifles. This booklet tells more matter-of-fact truths about rifles of *all* makes than any other booklet ever written. It tells why the Standard Gas-Operating Automatic is more *speedy* and more *powerful*—why it loads and unloads more simply and quickly and has *less recoil* than other automatics. It is absolutely convincing because every claim is proved.



If you have not seen this booklet—send for a copy. Extra copies sent for distribution if you wish.

The following Canadian jobbers carry a stock of "Standard" Rifles and can ship promptly: London—D. H. Howden & Co., Ltd.; Montreal—L. H. Hebert, Lewis Bros Ltd. Fredericton, N. B.—R. Chestnut & Sons; Toronto—H. S. Howland Sons & Co.; Winnipeg—Miller-Morse Hardware Co., Wood, Vallance & Co., and other Winnipeg jobbers; St. John, N. B.—W. H. Thorne & Co., Ltd.

STANDARD ARMS CO.,

119 F St., WILMINGTON, DELAWARE, U. S. A.

TRADE **SIMPLEX** MARK

ROOFING NAILS



ONE PIECE

TIME SAVERS

LARGE HEAD

CURVED HEAD

Montreal, July 9th, 1910.

Mr. ROOFER,

Dear Sir:—

When you stop to consider that a roof well nailed is a job that will not fly up and hit you in the face, please consider the Simplex Nail. Remember it has a large head, in fact a head four times as large as a large headed wire nail. It has other advantages, which a few samples or a trial order will demonstrate.

Yours truly,

LEWIS BROS., Limited

Samples and Prices on Application

LEWIS BROS., Limited

Agents for the Dominion of Canada

MONTREAL

OTTAWA **TORONTO** **VANCOUVER**

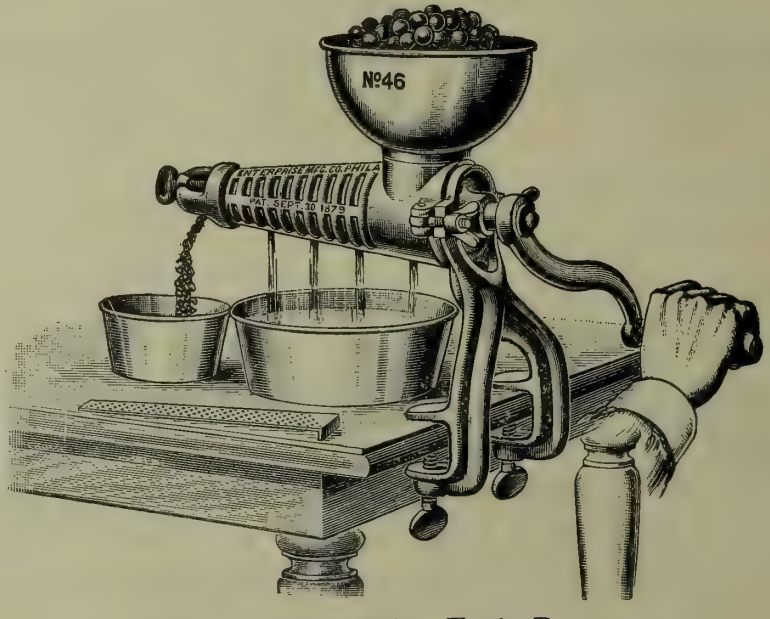
FRUIT PRESSES

OF ALL KINDS WILL SOON BE IN SEASON

Are you prepared to meet the large demand you will have for Presses during the Fruit Season?

The "Enterprise" Fruit, Wine and Jelly Presses are the only practical machines on the market for that purpose, and are continually called for.

A Profit-maker for the Dealer



A Delight to the Housewife

No. 46 Enterprise Fruit Press

They extract the juice and eject the skins and seeds in one operation. Just the kind the Good Housekeeper is hunting for.

See F. & W., Ltd., Catalogue for Full Line.

WRITE FOR PRICES

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

The Easiest Way to Sell

PADLOCKS

Our Hardwood Stock Case, made specially for modern, clean, retail stores, is the best plan yet devised to sell Padlocks. Size is 12 x 24 in., well finished throughout, an ornament to any store.

The stock of Padlocks is kept behind the Display Board.



Assortment No. 1001

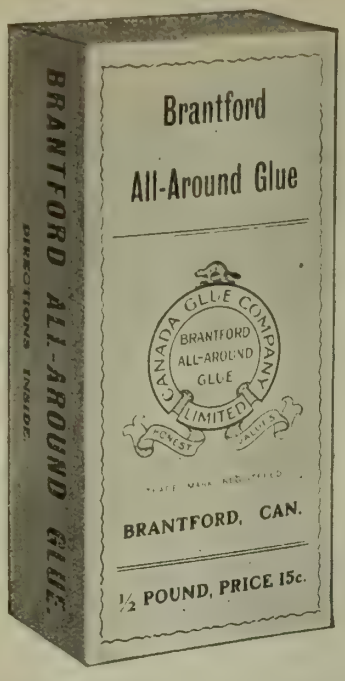
Contains 72/3 Dozen Locks as follows: —

	No.		Retail Price each	total
½ doz.	1805B	@	.15	.90
½ doz.	18	@	.15	.90
½ doz.	1805	@	.15	.90
½ doz.	18B	@	.15	.90
¼ doz.	9505B	@	.20	.60
¼ doz.	500	@	.20	.60
¼ doz.	9505	@	.20	.60
¼ doz.	500B	@	.20	.60
½ doz.	55B	@	.25	1.50
¼ doz.	105	@	.25	.75
½ doz.	21	@	.25	1.50
¼ doz.	112B	@	.25	.75
¼ doz.	700B	@	.35	1.05
¼ doz.	555	@	.35	1.05
¼ doz.	5250	@	.35	1.05
¼ doz.	505B	@	.35	1.05
1-6 doz.	125	@	.65	1.30
1-12 doz.	60	@	.65	.65
1-6 doz.	4	@	.65	1.30
1-12 doz.	5438	@	.65	.65
20 Samples on Display Board				6.40
				$25.00

Cost Retail Dealer only $15 net, have larger assortment at $25 net.

Caverhill Learmont & Co

MONTREAL and WINNIPEG



Suggestion Leads to Sales

The Cabinet-maker, the Bookbinder, the Painter, the Carpenter needs **Glue** in his vocation—so does the householder in his **home!**

It will pay you to help them recollect their need by displaying prominently

BRANTFORD ALL-AROUND GLUE

(Granulated)

The High-grade Glue in the convenient package
Made in Canada

This method of packing glue is a new idea—an idea that makes the buying and selling of **Glue** more satisfactory both to you and your customer. It is clean, uniform, and prevents all waste.

AS FOR QUALITY—remember that the largest **Glue** manufacturing plant under the British Flag stands back of every package.

Brantford All-Around Glue is packed in one pound, one-half pound, and one-quarter pound cartons, retailing at 25c., 15c. and 10c. respectively.

IF YOUR JOBBER CANNOT SUPPLY YOU—WE WILL

Canada Glue Co.

Limited

Brantford, Canada

MONTREAL 224 Lemoine St.
TORONTO 50 Front St. E

Manufacturers of Glue and Gelatine of all kinds, and for all purposes

KEEPS THE BOYS BUSY AND HAPPY

Western Agents
Jas. Stewart Mfg. Co., Ltd.
Winnipeg : Man.

You'll find the

BUSTER BROWN

Children's Express Wagons

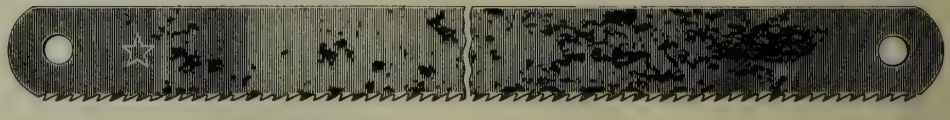
one of the best-selling lines you ever handled. They're sturdily built, easy-running, and beautifully finished. Handy around store, farm or home.
IN FOUR SIZES



Write for Prices

The Woodstock Wagon & Mfg. Co., Ltd.
WOODSTOCK, ONTARIO

STAR HACK SAW BLADES



Apparently no one questions the superiority of Star Hack Saw Blades and at our present figures there is absolutely no room to question the price.

They are equally good in hand frames or power machines. When used in a machine the feed should be adjusted to suit the stock being cut. The softer the stock the lighter the feed. Such treatment will prevent clogging of the teeth. Open your eyes wide and look at this list of prices:

6	7	8	9	10	11	12	inch
30	32	34	38	42	46	50	cents per dozen.

Notwithstanding the great reduction in prices, the quality of Star Blades has been improved.

MILLERS FALLS COMPANY 23 WARREN STREET NEW YORK, N.Y.

THE MICHAELMAS-FAIR

at Leipzig (Germany) for the Wholesale and Retail Trade will commence on

Sunday, August 28, 1910, and closes **Sunday, September 18, 1910**

THE SAMPLE-FAIR

(for Ceramic, Metal-Ware, etc.) to occupy the first week only.

THE LEATHER-FAIR

Will open Wednesday, September 14,

and the Fair-Exchange for the Leather Industry will be held on the **same day, from four to six o'clock, p.m.,** in the large hall of the new Exchange on the Bluecherplatz.

Leipzig, June 11, 1910.

The Council of the City of Leipzig, Germany.



FARM TOOLS

That Are Guaranteed

to be superior in workmanship and quality.

Right at this time there is a strong demand for Farm Tools of all kinds, and dealers should make it a point to have a complete stock of

"SAMSON" BRAND

for the insistent demand we are having each day goes to show more convincingly than ever that our Samson line is giving the value and satisfaction which the Canadian Farmer must have.

PUSH SAMSON FARM TOOLS

H. S. Howland, Sons & Co., Limited

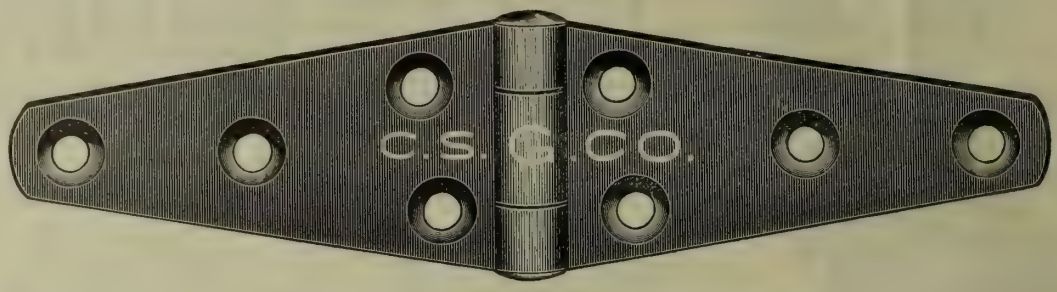
Wholesale Hardware

We Ship Promptly — **TORONTO** — Our Prices are Right

Graham Nails are the Best.

"SOME CLASS"

TO HINGES LIKE THESE



A Hinge of Superior Finish and Workmanship that positively will not bind at the joint.

Sold by all Leading Wholesale Hardware Houses.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

Seasonable Goods

Water Coolers

with or without Carbon Filters



Nicely Japanned in attractive colors and ornamented.

PLATED FAUCETS

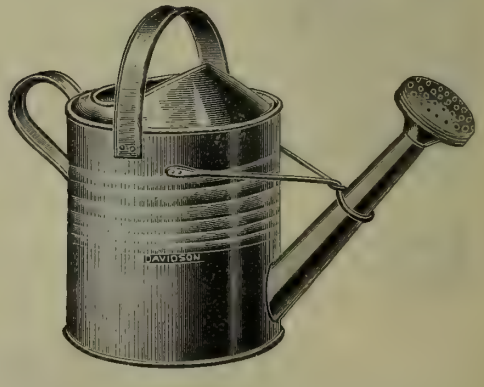
We can supply them in the following sizes:

Without Filter.
Gallons: 2, 3, 4, 6, 10, 15

With Filter
Gallons: 3, 4, 6, 10

Each Cooler carefully packed in a separae case —which assures delivery in perfect condition.

Sprinklers



Japanned in Bright Green with Patent Cleanable Rose

7 Sizes. Quarts, 1, 2, 3, 6, 10, 14, 16

GALAVNIZED

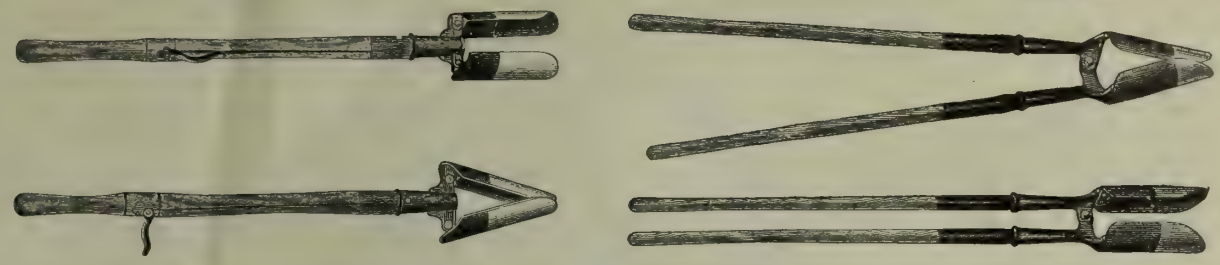
Very Strong and Made to Last

3 Sizes, Quarts 10, 16, 20.

Write for Prices

THE THOS. DAVIDSON MFG. CO., Limited, Montreal and Winnipeg

Disston Post-Hole Diggers



The wide variety of tools in which Disston steel is used includes the two most sensible and covenient types of post-hole diggers that have been invented.

Handles of the "Samson" are made of Maplewood. Handles of the "Rapid" are made of Ash. All timber used is thoroughly seasoned and selected with the greatest care.

Blades of both diggers are of solid steel, forged to shape.

Disston post-hole diggers have stood the test of years. They have given complete satisfaction in every part of the world to which they have been shipped—and we have sent them to nearly every part. They work free and easy and are far superior to all plungers, augers and boring tools.

The "Rapid" is used as a transplanter as well as a digger.

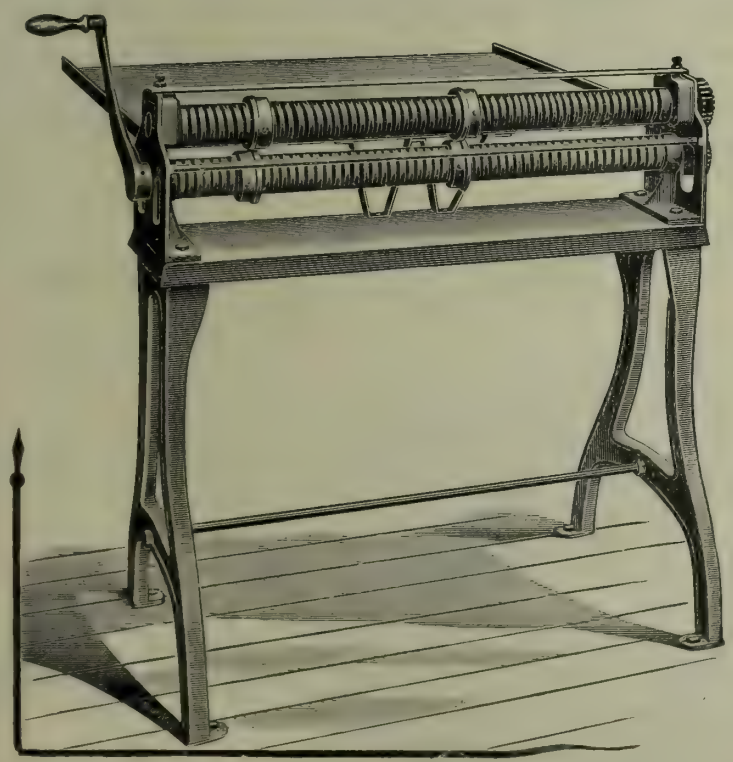
If you are unable to obtain the Disston Brand, write us and we will see you are properly supplied.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works. : : : Philadelphia, Pa., U.S.A.

BRANCHES:---CHICAGO, CINCINNATI, BOSTON, NEW ORLEANS, MEMPHIS, SAN FRACISCO, SEATTLE, PORTLAND, SPOKANE, VANCOUVER, TORONTO.



MR. TINSMITH DON'T RUIN

your brake cutting or breaking off sheets. If you cannot afford to instal a large squaring shears just now get one of our ROTARY SPLITTING SHEARS. It will slit sheets any length, not exceeding 36″ wide, 20 GAUGE and lighter. Has TWO SET CUTTERS so you can cut TWO strips at a time. The edges are left clean and straight. You will find this an ECONOMICAL INVESTMENT. Order TODAY.

Tinsmiths' Tools
Presses, Dies,
Sheet Metal Tools

THE BROWN, BOGGS CO., Limited, Hamilton, Canada

A small want ad. will bring replies from all parts of Canada



NEWHOUSE TRAPS



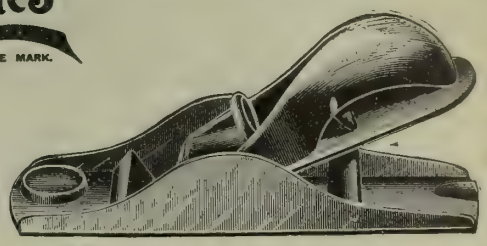
THE
NEWHOUSE
is the best trap made.
Used by professional trappers.
Every trap warranted Sure to Go and Sure to Hold.
Furs are bringing high prices. Trappers are planning bigger lines of traps than ever. This year will be the largest trap year the trade has ever had. Be sure to have complete stocks this Fall. Get your share of this trade. Specify now.

ONEIDA COMMUNITY, LTD.
NIAGARA FALLS, ONT.

Hobbies
TRADE MARK.

Amateurs' Tools

HOBBIES PLANES ARE SURE SELLERS.





Hobbies manufacture a magnificent range of

VISES

A Show Stand is given free with every full range

Write for one of our Catalogues and Profit-Making Terms.

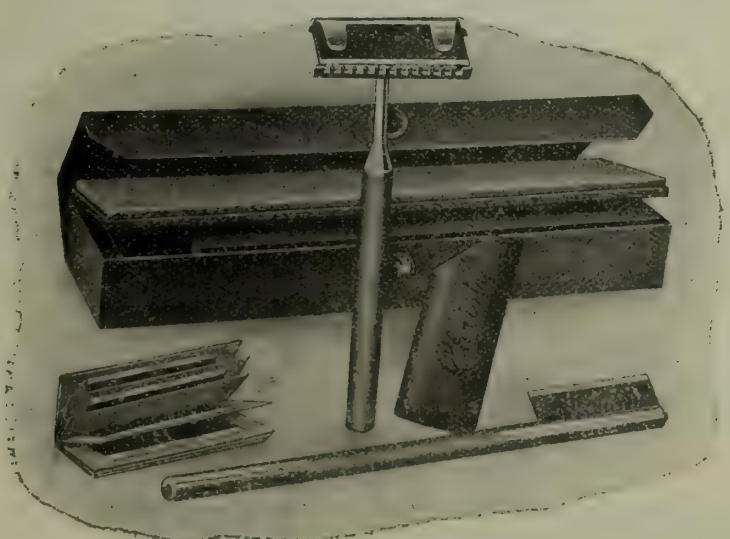
OUR NAME IS A SILENT SALESMAN

Hobbies, Ltd.
Manufacturers
DEREHAM, - - ENG.

THE "CHRISTY" SAFETY RAZOR

British Manufacture Throughout

THERE IS A
Good Margin
IN THIS FOR
Hardwaremen
ASK FOR
Trade Discounts



The "CHRISTY" Outfit.

Complete in Case,
WITH
Six Sheffield Steel Blades, Strop-Holder, and Strop.

RETAIL PRICE:
$1.50

Manufactured by **Christy Safety Razor Co., Ltd.,** 147, Queen Victoria Street, LONDON, ENGLAND.

H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'ch ucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single gunsare specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass.

HARDWARE MEN

Here's a splendid line. There's money for you in handling



HARRIS HEAVY PRESSURE BEARING METAL

The best Babbitt Metal on the market for all ordinary machine work.

WRITE FOR DESCRIPTIVE CIRCULAR AND PRICES.

The Canada Metal Company, Limited - - Toronto



321

Orders on hand are heavier than we have ever known heretofore, but we have room yet for a number of new customers who will swell the ranks of satisfied users of

McDougall Pumps

We tell the same old story of quality first and price as easy as possible for you. Come, let us get together. "Aremacdee" is a guarantee.

The R. McDOUGALL CO.

LIMITED

Galt, Canada

TRADE-MARK KEYSTONE BRAND REGISTERED

Any Broom bearing the Keystone trade-mark can be relied upon to give satisfaction, and you can place it in the hands of a customer with an assurance that there will be no complaint about its wearing qualities. If, however, you desire to handle the very best that can be produced, select the

"Klondike" and "Jubilee"

Manufactured by

Stevens-Hepner Co., Limited

Port Elgin, Ontario, Canada



You should have a catalogue showing the hundreds of handsome designs of

"METALLIC" Ceilings and Walls

It means Dollars and Cents to You

Tell your fellow-merchants of the money-saving, sanitary and durable features of "Metallic." It reduces the insurance, cuts out the ordinary plaster ceiling repair bills, and adds greatly to the appearance of a store. "Metallic" lends readily to any style of decoration desired, and, furthermore, lasts a lifetime. The first cost is all the cost there is to "Metallic" Ceilings and Walls.

If you haven't a Ceiling and Wall illustrated catalogue, write for one to-day. Send us the names of your prospects. We will assist you by mailing them full information and illustrated booklet—"Interior Decoration in Metal." Send measurements of store for complete estimate of cost.

Manufacturers of "Eastlake" Metallic Shingles—Metallic Sidings—Cornices—Lath—Skylights—Ventilators—Finials—Conductor Pipe—Eavetrough—Fireproof Windows and Doors, etc.

2046

The Metallic Roofing Co. Limited
TORONTO & WINNIPEG

Bell Brand Horseshoes

TRADE MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited -	BELLEVILLE
Toronto Bolt and Forging Company, Limited - -	SWANSEA, SUNNYSIDE
Gananoque Bolt Company, Limited - - -	GANANOQUE
Brantford Screw Company, Limited - - -	BRANTFORD

Head Office - - - - TORONTO, ONTARIO

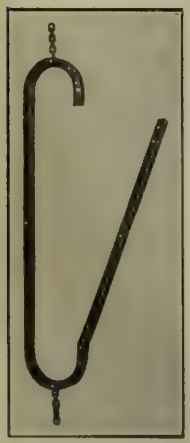
Simonds "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. Montreal, P.Q., Vancouver, B.C., St. John, N.B.



Patent Pending
OPEN

Beath's Stanchion Cow Tie

A MARVEL OF SIMPLICITY, STRENGTH and RELIABILITY

Excels in Every Point—Good Appearance—Absolutely Noiseless—No Springs—Sanitary
Made of High Carbon U Bar Steel—Extra Heavy
Hinge and Lock Simple, Easy working and Strong—No trappy mechanism to get out of order

Every farmer building new barns or remodelling their stables should adopt Beath's Stanchion Cow Tie. Used and endorsed by leading stock men everywhere.

There's Money in this Line for the Dealer!

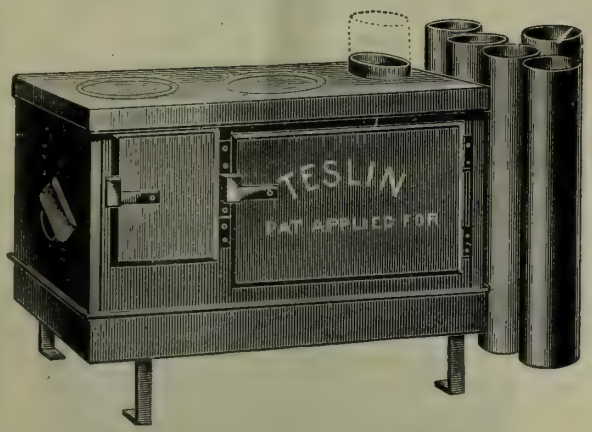
Write for prices and discounts. **W. D. BEATH & SON, Limited** TORONTO Canada



Patent Pending
CLOSED

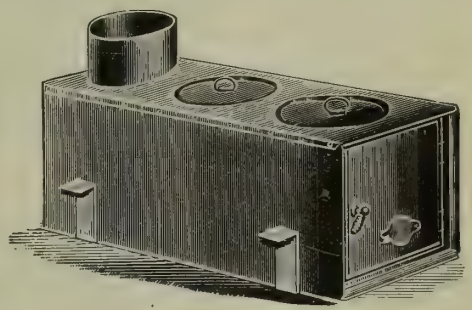
Campers' Supplies

Camp Stoves
Oil Stoves
Gasoline Stoves

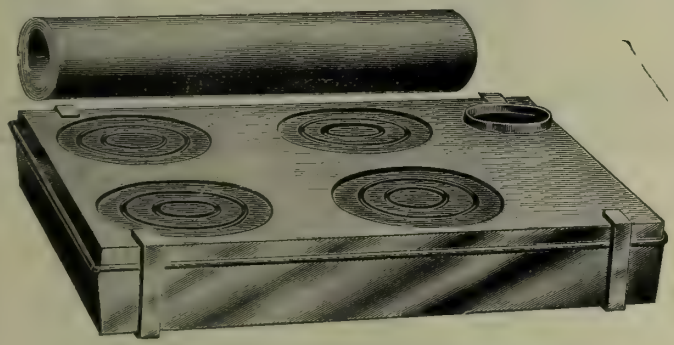


"Teslin" Camp Cook Stove
Built up.

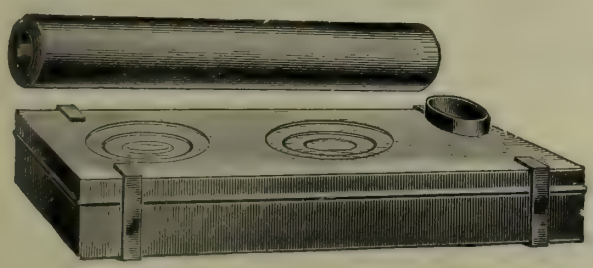
Gasoline and Oil Stove Ovens



"Clipper" Camp Stove
A serviceable Camp Stove, made in two sizes.

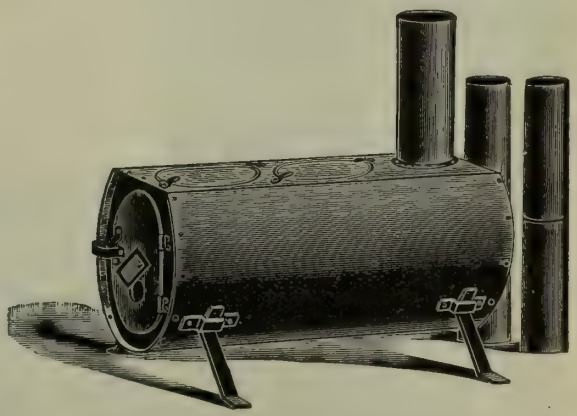


"Teslin" Camp Cook Stove
Knocked Down.



Two-Burner "Teslin"
Knocked Down.

Water Filters and Water Coolers.



"Steel B.C." Camp Stove
with deflected ends. Made entirely of steel, cannot be broken.

McClary's

London Toronto Vancouver St. John, N.B.
Montreal Winnipeg Hamilton Calgary Saskatoon

Superior Jewel Furnaces

PORTABLE OR BRICK SET

No. 200 SERIES

Steel Combustion Dome and Reverse Draft Pipe. Heating capacity from 12,000 to 15,000 cubic feet.

IMPORTANT FEATURES—Heavy Base Ring; Large, Deep Ash Pit; Large Ash-Pit Door; Revolving Sectional Grate; Sectional Flanged Fire Pot; Large Double Feed Doors; Heavy Steel Dome with Cast Iron Top; Special Damper and Dust Box to carry off dust.

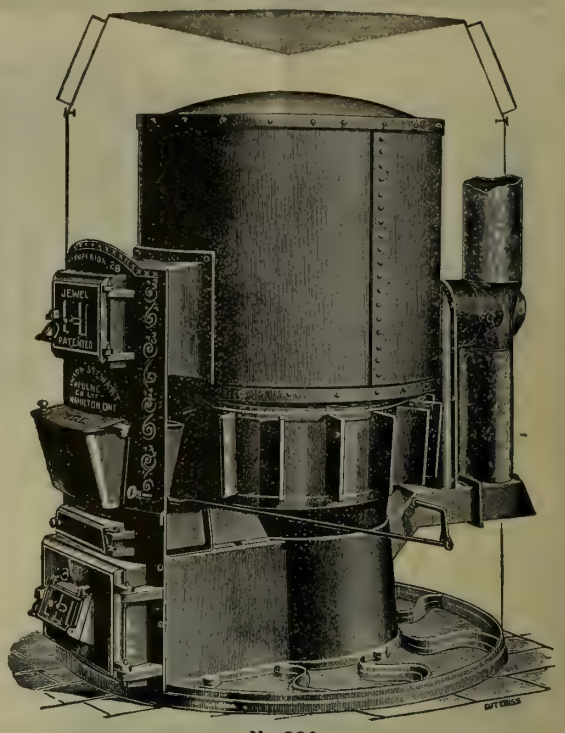
We manufacture different styles of furnaces for all purposes.

The

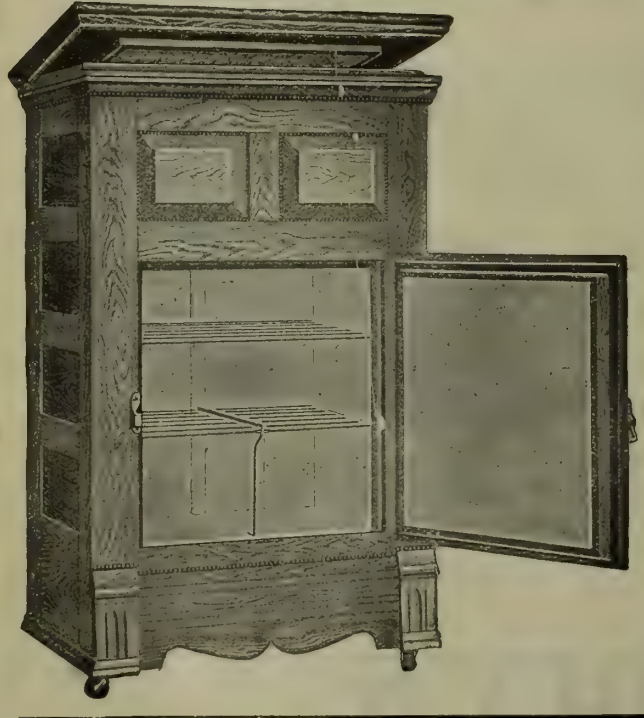
Burrow, Stewart & Milne Co.

LIMITED

HAMILTON, - ONTARIO



No. 230



WE have twenty different sizes or styles of Refrigerators in stock, which we can ship by first freight or express.

Please write for catalogue and particulars.

THE SANDERSON-HAROLD CO., Ltd.

PARIS, ONTARIO

Monarch MALLEABLE

The "Stay Satisfactory" Range



The Ranges we sold ten years ago are our greatest assets to-day. . .

When you sell MONARCH Ranges you are building future business. The ranges we sold years and years ago are standing advertisements for us to-day—they are still giving an excellent service.

It's the *Malleable Iron* frames and *riveted* joints that we have to thank. Instead of getting leaky flues and consuming more fuel as the range grows in age, the riveted joints *stay tight.*

We built MONARCH Ranges of Malleable Iron because it is *stronger, tougher* and has more resistance to the action of heat than common cast iron.

That's why the MONARCH gives an economical service—that's why it *stays satisfactory.* The moral of this is that the stay satisfactory element in the MONARCH would become as great an asset to your range business as it is to ours.

We'll show you how to start a good range trade in your territory. This is a part of "OUR PLAN"—the same selling help that's directly responsible for the splendid success of MONARCH Ranges here in the States.

"OUR PLAN" is an assistance that actually *makes sales.* It is even so good that it is imitated, but as usual you'll find the original is far ahead of its followers.

We are making prompt shipments from warehouse stock at Winnipeg. Write us for prices f.o.b. that point. Get a copy of our plan of assistance—we'll send our catalog also if you ask for it.

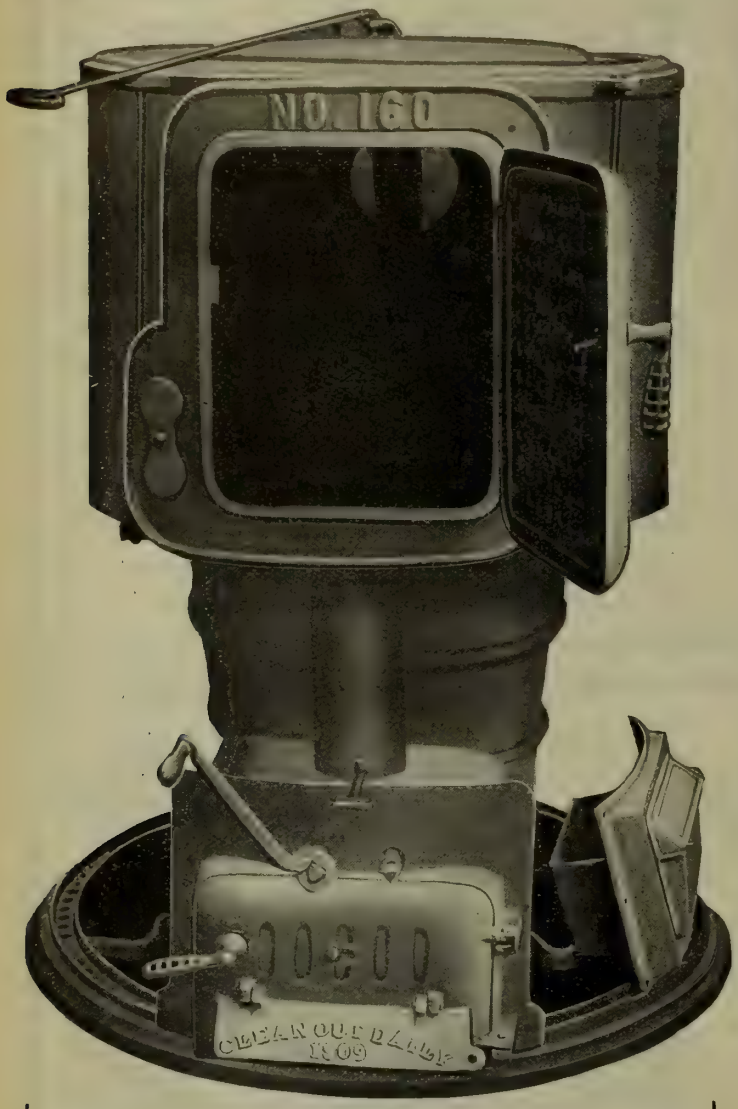
MALLEABLE IRON RANGE CO.

Beaver Dam, Wisconsin

The Empire King No. 160

Has all the latest improvements found on our more expensive Furnace, at a lower price

Has Large Feed Door, Sectional Fire Pot, Large Radiator, Triangular Crate Bars (each pair operated separately), Suitable for 4, 5 and 6 Roomed Houses.



Without Casing

Direct Draft Damper, Dust Damper, Large Water Pan. Every one guaranteed. Prices moderate.

Write us direct or any of our Agencies

The Christie Bros. Co., Ltd., 802 College St., Toronto

The Christie Bros. Co., Ltd., Cor. Park and Henry Sts., Winnipeg

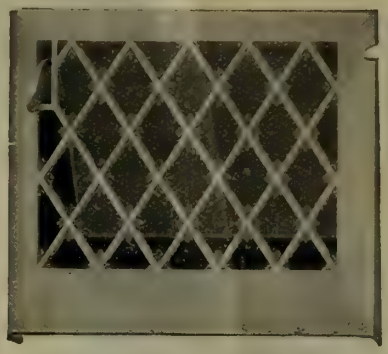
The Abercrombie Hardware Co., Ltd., Vancouver, B.C.

Write for prices to-day

MADE BY

The Canadian Heating and Ventilating Co., Limited

OWEN SOUND, : ONTARIO



"T & B IMPERIAL" BASE-BOARD REGISTER

COMPARISON

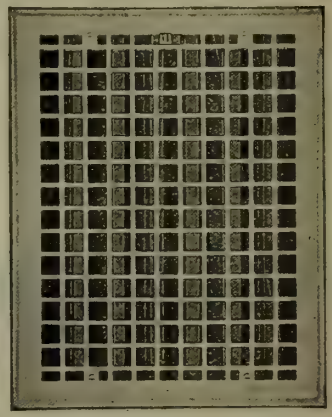
Your own safe test, is invited, because we know that a comparison of

"T and B" Registers, Ventilators and Grilles

with those of any other make only serves to emphasize their many points of excellence. Send for illustrated catalogue.

Tuttle & Bailey Mfg. Co. of Canada, Limited

BRIDGEBURG, - - - ONTARIO



SEMI-STEEL REGISTER



Do you handle our Galvanized and Copper Cornices? Profits are good

If you have a tinsmith department in your hardware store you will find our line of Galvanized and Copper Cornices a very profitable one to handle You can make a liberal margin of profit on each sale. And we help you make the sale. We submit suitable designs, and make to order any design desired in copper or galvanized steel. Our Cornice Department contains the most modern machinery and is in charge of expert workmen. Every cornice we make for you will be first-class in every particular—an ornament to the building on which it is erected---a good advertisement for the man who erected it. Keep your eyes open for cornice opportunities. And remember to call on us for designs and estimates.

METAL SHINGLE AND SIDING CO., Limited

Branch Office and Factory, Montreal, P.Q. **PRESTON, ONTARIO**

Our goods are carried in stock at the following centres: St. John, N.B., Emerson & Fisher; Quebec, J. A. Bernard; Toronto, G. P. Breckon & Co.; Winnipeg, Clare and Brockest; Calgary, Ellis & Grogan; Vancouver, Wm. N. O'Neil & Co.



NEW 12-BLADED "EVER-READY" SAFETY RAZOR

RETAILS AT..... $1.00

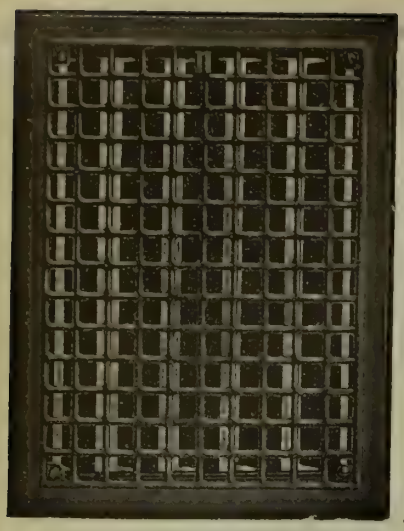
Over 1000 dealers throughout Canada handle and guarantee this razor and are realizing a handsome profit. Are you? If not, get in touch with us at once or order through your jobber. Trade Price, $8.50 per dozen. Special discounts in quantities.

SOLE CANADIAN DISTRIBUTORS

International Distributing Co.,

591 ST. CATHERINE ST. WEST
MONTREAL

Also Agents for RUBBERSET Shaving Brushes and BERSET Shaving Cream.



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed. Non-breakable. Largest Air Space. Low Prices.

Get our Catalogue.

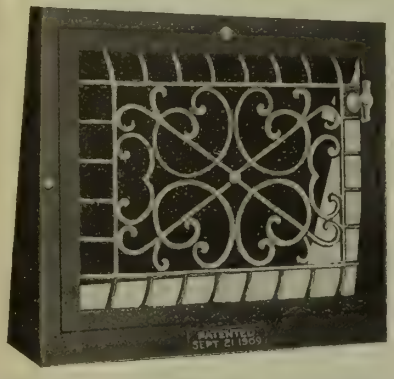
The HART & COOLEY CO.

Factories:
NEW BRITAIN, CONN.

Selling Agents:
GURNEY FOUNDRY CO.

Montreal, Toronto, Winnipeg, Vancouver and Calgary





"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario

Here you are, Gentlemen

ATKINS Sterling SAWS

The Finest Manufacturers' Brand



Made for the best mechanics who are willing to pay a fair price for the best tools.

We Help You to Sell

Send your order to your jobber. If he won't supply you, then write to us.

E. C. Atkins & Co., Inc.

Makers of Sterling Saws

Hamilton Ontario



The Moorish Sidewall Register.

The Bull's Eye of Perfection

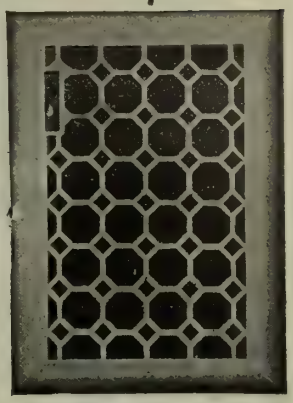
REGISTERS, FACES BORDERS

"Made in Canada" Our new plant is in full working order making all known sizes, shapes and finishes.

Prices Rock Bottom

The Canadian Ferrosteel Company

Bridgeburg - - - Ontario



The New Convex Reversible Wafer

If You're Not Already Handling

"Brantford" "Roofing"

It's Time You Were

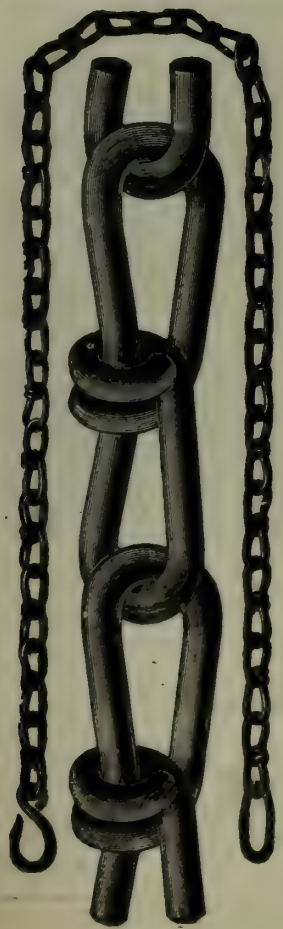
If you will drop us a post card right now we will immediately send you proofs of Brantford Roofing superiority. Also details of the co-operation plans which are building up big roofing business for our agents.

How would you like to be headquarters for the highest grade ready roofing made to-day?

How would you like to be agent for a company who are loyal to the trade?—who co-operate with the dealer instead of compete with him.

BRANTFORD ROOFING CO., Limited, BRANTFORD, CANADA

Winnipeg Agents: General Supply Co. of Canada, Limited, Market and Louise Sts. Montreal Branch: 9 Place D'Youville, Montreal, Que.



The Strongest, Lightest and Most Reliable

CHAIN

giving the maximum of strength for weight of material used, is undoubtedly the

Greening Steel Wire Chain

The mechanical construction of GREENING CHAIN is perfect and is used exclusively in all our Halter, Dog, Tie-Out, Cattle and Trace Chains, etc.

You can make no mistake in handling our line exclusively and we invite correspondence.

Full details in our new catalogue, which we shall be pleased to forward on request.

The B. Greening Wire Co., Limited

Hamilton, Ont. - - Montreal, Que.

BRASS

SHEETS, BARS, TUBES

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

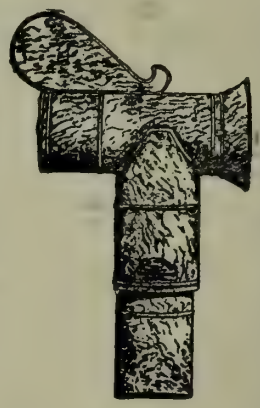
A Common Sense Talk

AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR J. W. HARRIS VENTILATORS.

THE VENTILATOR ITSELF IS AN ORNAMENT, and can be made to suit the character of the building either as to size or as to quality of material.



JOS. HUETTE, Plumber and Roofer

ST. HYACINTHE, Dec. 2nd, 1905

J. W. HARRIS Mfg. Co., Ltd.,
Montreal

Gentlemen:—

In answer to yours of 28th ult., re "J. W. Harris Rotary Ventilator," I must say that I am very much pleased with it and I recommend it to any one who is in want of a good and solid Ventilator.

Yours truly,
JOSEPH HUETTE

Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. Harris Mfg. Co., Ltd.

GENERAL CONTRACTORS and MANUFACTURERS

Montreal

When stocking up with



STEEL RIM LOCKS

insist on having the

National Brand

No others are quite as good

Made in Canada

NATIONAL HARDWARE CO., Limited

ORILLIA ONTARIO CANADA

GILBERTSON'S

COMET

BRAND

Galvanized Sheets

Guaranteed to double seam and are well galvanized.

Sole Canadian Sales Agent:

ALEXANDER GIBB,

13 St. John St. MONTREAL

SIMONDS



There is no saw made that has a more complete guarantee of quality than the SIMONDS. Every Dealer and Jobber should have our Catalogue and discounts.

Simonds Mfg. Co.

FITCHBURG, - MASS.

Branches throughout the United States and Canada.



NEW IDEA IN SHOVELS

THE SPLIT HANDLE

Advantages over old style:

1. GREATER STRENGTH
2. LESS WEIGHT
3. MORE ROOM FOR THE HAND

The handle is split at the top to form a D, and is made wider than the ordinary D handle, giving more room for the hand..

The hand piece is rabbited into the side pieces and held together by a rivet passing through them. The rivet at the bottom of the D prevents the handle from splitting downwards.

When ordering, specify Split D handles, as we furnish them on all shovels, spades, etc., without extra cost.

The D. F. Jones Mfg. Co., Limited, - Gananoque, Ontario



HERCULES

Sash Cord

Buy the Best.

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

SEYMOUR SHEARS

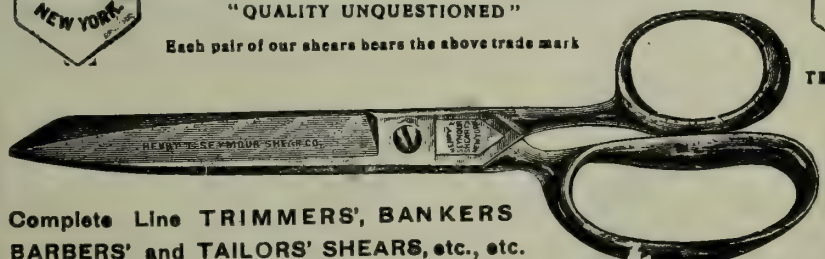
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK

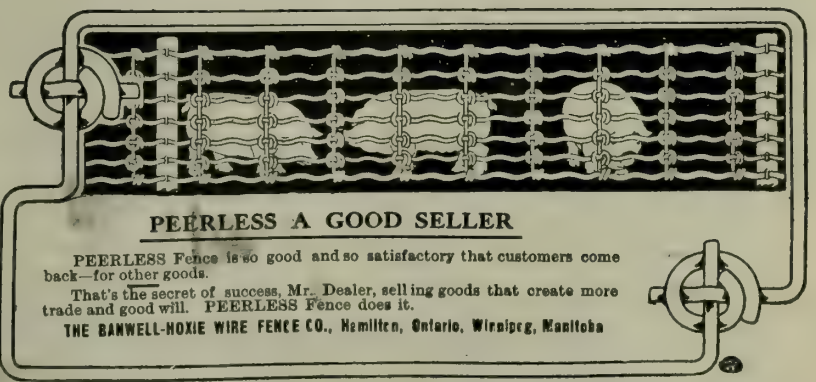


Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents



PEERLESS A GOOD SELLER

PEERLESS Fence is so good and so satisfactory that customers come back—for other goods.

That's the secret of success, Mr. Dealer, selling goods that create more trade and good will. PEERLESS Fence does it.

THE BANWELL-HOXIE WIRE FENCE CO., Hamilton, Ontario, Winnipeg, Manitoba



The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BUILDERS' SUPPLIES.

Bell Phone 3033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties,
Board of Trade Building
39 St. Paul St., - QUEBEC

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

FILTERS.

Anti-Splash Tap Filters

The "Galvo" Filter and Water Steriliser
"Perfection" Fire Extinguishers
There's good money in them for hardware dealers.
Write for Prices.

The Anti-Splash Filter Co.
OWEN SOUND - - ONTARIO

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

GLASS CUTTERS.



Barrett's Standard Glass Cutters

in 22 different styles.
Order from your jobber or write direct.
W. L. Barrett, Mfr., Bristol, Conn.

HORSE COVERS.

Birkmyre's Waterproof Horse Covers
SOLE MANUFACTURERS
The Gourock Ropework Export Co,, Limited
(of Scotland)
Montreal 28-30 St. Peter St.
Winnipeg; 132-134 Portage Ave, East

MALLEABLE IRON.

Malleable Iron Castings

Carriage and Agricultural Castings, Axle Nuts, etc., etc.
Manufactured by
P. KYLE, Merrickville, Ontario
Catalogue furnished on application

MANUFACTURERS' AGENTS.

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

THOS. SONNE, SR.
Manufacturer of
Awnings, Tents, Sails, and Flags of all Nations, Waggon Covers, Horse Covers, Inside Spring Roller Shades, Coal Bags, all kinds of Tents on Hire, Tarpaulins and Oil-Skin Clothing, Hoist Ropes fitted up at shortest notice.
193 Commissioners Street
Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

J. M. KAINS & CO.
MANUFACTURERS' AGENT
88 Pender Street W., VANCOUVER, B.C.
Open to represent a first-class Hardware Specialty. Highest References.

MANUFACTURERS' AGENTS.

T. W. HEMPHILL & CO.,
Manufacturers' Agents
Building Supplies and Building Hardware
831 Powell St. VANCOUVER, B.C.
Correspondence Solicited. Highest References

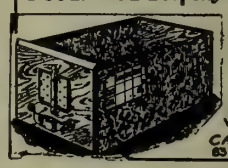
We have competent Salesmen.
Best Facilities for Distributing and Storing
M. B. ANTHONY & CO.
MANUFACTURERS' AGENTS
503 Mercantile Bldg. VANCOUVER, B.C.
Correspondence solicited.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over Wooden Boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
63 Richmond St. W. Toronto

COVERT MFG. CO.
TROY, N.Y.

Chains
Halters
Horse Ties
Snaps of all kinds
Jacks

SQUARE COVERT BRAND

Square Brand of Harness Hardware

Look for this Trade Mark on all Genuine Covert Goods



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO., NEW HAVEN



James & Reid's

Patent Surprise
HORSE POKES

give the best satisfaction.

Ask your Jobber, or write

JAMES & REID
Perth, Ontario

SOLDER

METALS

We are Manufacturers. Large Stock. Prices Right.
We will be pleased to quote you.
Our New Phone No. Main 7930

THE CANADA METAL CO., LIMITED
TORONTO, ONT.

SPRAYERS

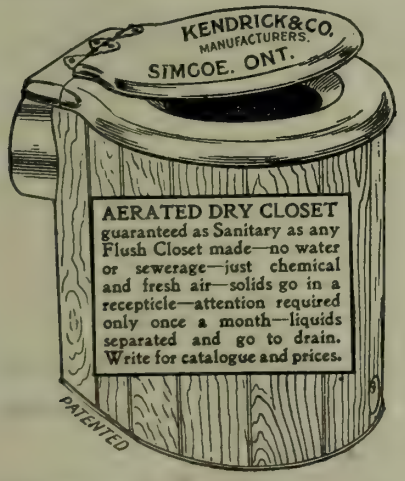


HEADQUARTERS FOR SPRAYERS

We make Sprayers for all purposes, such as flowers, fruit vegetables, disinfectants.
SEND FOR CATALOGUE AND PRICE LIST
COLLINS MFG. CO. TORONTO.

STRAPPING HOOP IRON.

J. N. WARMINTON
207 St. James St., Montreal
Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.



TOOLS.



AN ARMSTRONG BORING TOOL is always ready for use. Should be on every lathe. **Saves all forging 70% Grinding; 90 % tool steel.** Write for Catalog.

ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave.
CHICAGO, U. S. A.



VENTILATORS.



Ventilators and Chimney Cowls
My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

Buy your
WIRE GOODS
from
CANADIAN SALES & MFG. CO.
Office: 250 Lemoine Street
MONTREAL

"We will never be buried with the unknown dead---we ADVERTISE. There's the whole thing in a nutshell ---we ADVERTISE; and, therefore, we CANNOT be unknown."



THE WHITE MOP WRINGER COMPANY

offers the **Largest Line of Mop Wringers** in the **World.** Latest improvements. Up-to-date.

Satisfaction Guaranteed

The Best Mop Wringer

Why? Because easiest to operate, wrings driest, and is the most durable on the market. Adapted to sheet iron or wooden pails. Free display rack. Liberal discounts. Write to-day for catalogue

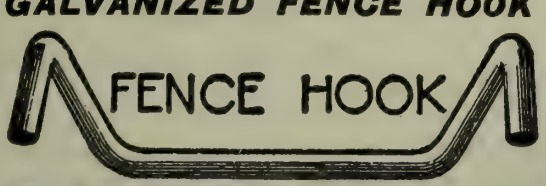
MADE IN CANADA

WHITE MOP WRINGER CO.
Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively

This Trade Mark Insures Genuineness Originality Perfection Satisfaction

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets in Wire Fences*

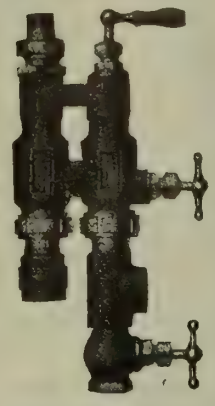


WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

The Toronto Plate Glass Importing Co., Limited
(HILL & RUTHERFORD, Managing Directors)
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS
Works: Don Speedway, also Victoria St., - - - TORONTO

If you don't carry STEAM GOODS as a staple line you occasionally have enquiry for something of the kind. When asked for an Injector, Valve, an Inspirator, or any other article of the kind, REMEMBER that we have the goods, so well known for their high EFFICIENCY, DURABILITY and SIMPLICITY.



The Genuine Hancock Inspirator

The Hancock Inspirator is a double tube boiler feeder requiring no adjustment under varying steam pressures



The J.M.T Valve

The J.M.T. Injector operates under the widest range of steam pressure.



The J.M.T. Injector

The James Morrison Brass Mfg. Co., Limited
93-97 Adelaide St. West, TORONTO

Have *YOU* ever thought of buying

"DOMINION SPECIAL" Field Fence

"The Landmark of the Future?"

If not, we would courteously advise you to handle this most popular line, and from so doing you will derive a profitable return.

ESTABLISHED 1880 INCORPORATED 1893 DOMINION TRADE MARK

ORDER TO-DAY

The POPULAR "DOMINION SPECIAL" Field Fence, also other "Dominion" commodities, such as

WOOD SCREWS - WIRE NAILS - BARBED WIRE
OILED and ANNEALED WIRE
STEEL WIRE BARREL HOOPS - STAPLES, Etc.

DOMINION WIRE MANUFACTURING CO., Limited
ESTABLISHED 1880

MONTREAL TORONTO Works—LACHINE

Do you want bigger business?

Believe in the goods you sell---and be sure to sell the goods you *can* believe in.

Genasco
Ready Roofing

is honest and trustworthy. You can depend on its quality to back up the best you can say of it.

Genasco is made of Trinidad Lake asphalt, which gives it resisting, lasting life.

It has already gained the confidence of thousands of users; also of thousands of prospective users who have been impressed by our convincing advertising in the leading magazines and agricultural papers of the country.

Make your start now for bigger business.

Write for samples and full information.

GENASCO — THE STANDARD OF EXCELLENCE — TRADE MARK

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and large t manufacturers of ready roofing in the world

PHILADELPHIA

New York San Francisco Chicago

Mineral or Smooth-surface Genasco Roofings

Cross-section, Genasco Stone-surface Roofing



Roofers' Supply Co., Ltd., Bay and Lake Streets, Toronto, Ont. D. H. Howden & Co., Limited, 200 York Street, London, Ont. J. L. Lachance, Ltd., Quebec

The KANT-LEAK KLEET is the up-to-date fastening for ready roofing—supplied in Genasco rolls, when specified.

ASK FOR

DOMINION

GALVANIZED SHEETS

Union Jack

HRS&Co

Tin and Canada Plates, Black Sheets, Hoop Iron, Bars and Terne Plates

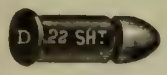
H.R.S.&Co

Manufacturers of this well-known Table and Pocket Cutlery, Scissors, Razors, Etc.
Cabinets of Cutlery and Pearl Goods arranged in the newest designs.
Cutlery Case Goods and Flatware carried in stock in Montreal.

HENRY ROGERS, SONS & CO., LIMITED

Established over 100 Years ***SHEFFIELD and SOUTH WALES***

Office for Canada: 6 St. Sacrament Street, Montreal



Dominion

IMPROVED & PROVED Ammunition





Regal

We manufacture a complete line of all standard calibres.

Are there not some additional sizes where you could make the extra profit there is in handling Dominion Ammunition? Look over your next order carefully and make sure.

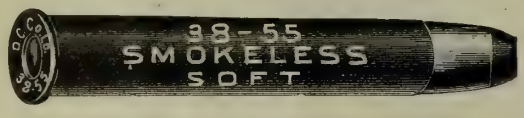
Dominion Sales mean Satisfied Customers.

Dominion Cartridge Company, Ltd.

Ammunition Manufacturers - Montreal, Canada



Imperial



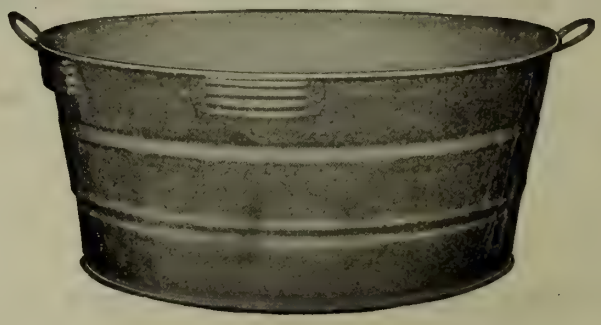




KEMP'S GALVANIZED WASH TUBS

With Wringer Attachments

No hoops to fall off



Light, yet strong and durable

Nos	1	2	3
Inches	20 x 11	23 x 11	25 x 11
Bundle Lots, Doz	½	½	½

PRICES ON APPLICATION

KEMP MANUFACTURING CO., Toronto, Canada

CORNER GERRARD AND RIVER STREETS

THE KEMP MFG. & METAL CO., Ltd.
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

Profits for the Hardwaremen in Shaving Goods

Hardly a Side-Line, But One Which Can be Taken up and Specialized in With Profit—Must Carry a Full Stock and Adopt Progressive Methods of Display—Demand for Both Safety and Old-style Razors.

July and August are months which call for the best endeavors of hardwaremen who desire to have these months show a margin on the right side of the ledger. Some seasons are not as good as others for selling goods, but there is no season when some line of goods is not salable if pushed with energy. It requires thought and determination to select the line and plan the method to be adopted, but even in supposedly dull times the industrious merchant can be selling a lot of some special lines if he tries hard enough.

For instance, a Toronto hardwareman last week had a small reading notice inserted on the sporting page of one of the Toronto dailies urging readers to take safety razors with them when going away on their holidays. That announcement was unusual and showed that some salesman or ad.-writer gave thought to how he would get results from his announcement. And results are pretty certain to come, as the advice is both timely and good, being given at a time, too, when the probable customer has some extra cash which he can invest for a new razor.

And another merchant, who makes a practice of using a "talk" to his customers through his window, chose last week to insert the following:

PEPPER SAYS:

The man who shaves himself in the morning before breakfast enjoys a pleasure unknown to those whose faces are not familiar with the razor or for whom it is wielded by another.

Shaving produces a sense of cleanliness, opens one's eyes to things as they are, dissipates the mists and shadows of the night from the brain, gives time for pleasant thoughts and assists in establishing amicable relations with the work for the beginning of the day.

We have all the articles that a man requires for his own shaving. brushes, soaps, razors, strops, hones and many different kinds of after-shaving preparations.

This talk was printed roughly on a card with one of the fonts of rubber type usually used by merchants to print addresses or window cards. Its roughness and its practical good sense appealed to customers, it having the personality of the merchant behind it.

Profits in Shaving Goods.

All hardware merchants carry a stock of razors and cutlery—but all do not push their sale. If the hardware merchant of a decade or so ago had been as enterprising as he ought to have been druggists would not now be selling as many razors as they manage to dispose of. The druggist can be expected to know something about the amount of flour used in talcum powder but he cannot be expected to know much about the steel in the razor, the hair in the brush, or the quality of the strop or hone. Consequently he has captured a goodly share of the razor and shaving goods business on account of the unprogressiveness of the hardwareman. Even to-day some hardware merchants merely stock razors, strops and hones, letting the customer go to the drug store for his shaving soap and talcum powder.

If hardwaremen are to put reason behind their complaint that razor manufacturers do not confine their sales to the hardware trade alone, they must look to themselves for the cause. They have allowed druggists and, in some cases, jewelers, to get into the shaving goods business and they must now compete with these tradesmen for the business. Hardwaremen, as said before, are best equipped to secure the trade in shaving goods, but they must put in a complete stock and then adopt progressive means to sell the goods. Even though shaving soap must be sold without a profit, because druggists seem to be favored in price, shaving sticks, etc., must be added in order that every requirement of the customer can be supplied when he buys his razor.



Razor Strop Display Case.

Displaying the Goods.

Display is an important factor in selling shaving goods. The window must be used frequently—in fact, some hardware stores find it profitable to use one window continuously for pocket cutlery and shaving supplies. Price tickets must also be used freely, and even the hardwaremen who is afraid to let his competitor know what he sells his goods for need not hesitate to label razors, etc., as many of the lines are sold at protected prices while all are subject to "quality" talk.

Inside the store, too, shaving goods demand a prominent position. The best space in the most prominent silent salesman is not too good for shaving goods and the advertising matter supplied by manufacturers should be freely used outside the store, in the window and on the silent salesman.

George Pearsall & Sons, Toronto, who have sold about a gross of Gillette safety razors during the past year have developed a splendid trade in shaving goods by giving them a prominent display and changing the window frequently. Their store on Yonge street is passed daily by thousands of young men and Sam Pearsall, president of the Toronto Retail Hardware Association, ascribes their success in pushing shaving goods solely to the methods of display they have used. "We keep shaving goods constantly before our customers and we catch a big trade as a result of keeping a full stock on display in our window," said Mr. Pearsall.

In the accompanying illustration is shown a wall case used by the Duncan & Goodell Co. to show strops, soap and other supplies. The case is immediately behind the silent salesman in which the razors are displayed. We are indebted to the Hardware Dealers' Magazine for the picture.

What Goods Pay Best.

As some customers find great satisfaction in safety razors while others still swear by the style their fathers and grandfathers successfully used, it is necessary to carry both classes of goods in stock and use discretion as to which line to push. Where, for instance, a man with a tough beard and tender face can do a good job of shaving himself with an old style razor, the hardwareman takes a big chance by recommending him to use a safety razor or by urging his wife, sister or sweetheart to make him a present of one. It is safe, of course, to sell one with a return proviso but in this case the dealer is likely to stand the

loss of the blades used if the razor is returned even though the razor carries the manufacturers' guarantee.

There is no doubt about there being more profit in selling a $5 or $7 safety razor than in making a dollar or dollar and a half sale. Consequently the merchant is more likely to push the more expensive safety than the old fashioned razor or the cheap ten or twenty-five cent safety. Very few users of safety razors sharpen their own blades so the purchaser of the safety is also likely to be a buyer of blades from time to time. But, as we said before, not all can use safeties and judgment must be used in making sales. And if a man wants an old style razor it is better to sell it to him than to spend an hour trying to convince him that he should use the safety which means more profit to you. If the extensive advertising done by the makers of safety razors has not interested him in that class of shaving apparatus it is unwise to urge him to buy against his inclination.

Show both safeties and old style razors and let your customers examine them. Then when a sale is made follow up by suggesting a stick of shaving soap, a brush, a strop or a hone as opportunity calls for.

POINTERS FOR SALESMEN.

Salesmen who are expected to sell shaving goods should be prepared to advise customers as to how to get the best results in shaving. A good razor, warm water, good soap and a soft brush are essential, because this combination makes shaving a pleasure.

When starting to shave, it is well to first wash off the face with warm water, so as to wipe away any dust or particles of metal, which might have been deposited on the face by the air or wind. Then lather the face well, using good shaving soap and warm water. Apply the lather with a brush and if a wiry beard and tender skin, rub the lather well in with the fingers, leaving it creamy and thick on the face.

Choose a soft brush, badger hair is preferable; ordinary bristles do not give the same comfort, and being hard and non-elastic, irritates the skin.

It is impossible to keep a good razor sharp, if a poor strop is used. The writer is not in favor of a cushion nor swing strop, as it is very difficult for any man to give the razor an even edge with either of them. The cushion strop will quite readily produce a wire edge on the razor, if you press it too hard, when stropping. There is only one point of contact, the thin razor blade gives way under the pressure, and a wire edge is the result. The swing strop will make a round edge on the razor, because one cannot hold the swing strop tight enough so that it will not give way under the pressure, thereby wearing off and rounding the edge.

The block razor strop is a solid piece of wood with leather fastened to both sides in such a manner as to produce an even oblong level surface, 1½-1¾ inches wide and 8-10 inches long. It should be flat as a hone and should make the edge, produced by the latter, still more keen. By using such a strop, it is claimed to be unnecessary to hone the razor, it being always in perfect condition. The strop must be kept clean and should be smooth and soft. If the leather becomes dry, a little lather applied with the brush will make it soft again or olive oil can be rubbed on with the finger. A swing strop can be used as a block strop by laying it flat on a table, fastening it on one end and hold it tight by the other.

The back of the razor is the exact gauge for the edge, so in stropping lay the razor flat on the strop diagonally, both edge and back touching it, then draw the tang (or handle) from heel to point, pulling the razor over the strop. Turn the razor on its back and draw towards you, from heel to point again. Two or three strokes on each side of the strop will be sufficient. Strop the razor every time after shaving so as to clean the edge and take away any moisture, which may gather on the edge and rust the razor while it is not in use. In all cases, use a slight pressure on the razor to produce a perfect edge.

Barbers all cut from point to heel, but for self shaving the other way is the better one. It is also necessary to always cut downwards with the growth of the hair, just as a carpenter will plane with the grain of wood. Otherwise a shaver is likely to cut or scratch his face, or shave too close—that is: cut away the outer skin and get ingrown hair. Always draw the skin tight upwards and above the part to be shaved, this will help considerably to do clean work. Shave close to a mirror and in good light.

SELLING ALARM CLOCKS.

Winnipeg, July 6.—A review of the local hardware trade proved that almost every hardwareman carried a stock of alarm clocks, but few of them paid particular attention to them. One reason for this seemed to be that they were not perfectly satisfied that this line belonged to them, and they only carried it as an accommodation for the trade. Just why this feeling should be so widespread is difficult to discern, for it would seem that only a second thought would be sufficient to convince a hardware merchant that he should not so discriminate in the matter of lines he carries. It is altogether too manifest that the theory "get all the business you can" fails in its practicability, due to the over-conservatism on the part of the trade.

The most conspicuous example of a hardwareman's success in handling alarm clocks is that of J. H. Ashdown. In this store the window is practically the only asset used to push these goods. As it is an article that sells every season of the year, some part of the window has clocks continually on display. They are a convenient article to put in the window to avoid taking up great space, as they can be hung on the wall in the background or on the side of the window. At the present time, the rear wall in the Ashdown store, covering an area of about ten square feet, is almost completely covered with alarm clocks of every size and various descriptions.

A. E. Wyatt finds alarm clocks a profitable line to carry, and always has a few conspicuously on display on top of the front show case. Mr. Wyatt finds the mail order houses cutting prices and making the trade inconvenient, and to overcome that he has decided to handle such standard lines of goods that the price cutting house do not or cannot handle.

Roy Campbell, a clerk in Macdonald & Flemings is of the opinion that in view of the fact that not much capital is required to stock alarm clocks, and also that the profits are very good, that more hardwaremen should go more strongly in this line.

SALE OF DOLLAR WATCHES.

The cheap watch trade of the hardware store is undoubtedly growing, and the success which has attended a good showing of these articles in various instances should encourage more merchants to take up the line. No present appeals more to a boy or girl than a real live watch. Toys, dolls and sleds are all very well, but a fine solid watch "almost as good as father's"—that is something which takes a lot of beating.

The cheap watches of to-day are not cheap in the sense of their usefulness, they are fully guaranteed time-keepers, and we venture to say that the merchant who pushes the line well will be satisfied with the result. Especially at present giving time cheap watches combine well with the other extraneous goods which the merchant is handling, while if he favors the idea of premiums, or the giving of prizes to encourage the sporting spirit of the community, than a cheap watch makes a most acceptable offering.

But apart from this, many people of older growth prefer the cheap watch to the dear one. The fear that a valuable time piece will be stolen or lost is entirely done away with. One can take chances with a cheap watch, and this proves a great relief. As we have said they are not toys, but really effective pieces of mechanism, and when one is worn out can easily be replaced.

Therefore the hardwareman has a wide demand to cater for—a demand that only needs encouraging. Certain makers confine their products at present solely to jewelers, but they are rapidly seeing that for such an article the hardwareman is the best selling medium.

If a good salesman can get the regular price by talking quality, showing quality, emphasizing quality, and enthusing on quality, why is not the quality talk as effective in advertising.

Development of the Sporting Goods Department

The Spread of Enthusiasm for Sports, and the Lessened Cost of Goods Have Increased the Opportunity of Merchants—Sporting Goods One of the Best Departments of the merchant when Properly Handled—Providing Sport for the Holiday Seeker—The Value of Suggesting by Window Display, the Usefulness of an Article—The Rules and Conditions of a popular Fishing Competition.

Opening on the quiet side owing to the unseasonable weather, the sporting goods demand improved wonderfully with the warmer days of June, and supply houses are now fully satisfied with the business done up to date and with the prospect for the fall. There has been a strong call for all kinds of goods, and with so many quality brands on the market the most fastidious sportsmen can easily be suited, and at a very moderate cost.

A sporting goods merchant remarked to the writer that the present generation of sportsmen would be surprised if they knew the difference that had taken place in the existing prices for various lines and what obtained many years back. In some instances the cost had been halved, while where the sportsmen had only one or two brands to select from he now has dozens. Not only have the means whereby a man can enjoy himself in healthy sport been cheapened so that they are within reach of the smallest purse, but the facilities to play games and to reach places for sport at one time inaccessible have been increased to such an extent that no one can plead absolute impossibility in the way of sport.

"Just think" said the dealer, "what this means to the merchant handling sporting goods. It is true that he has to carry a heavier and more varied stock every year, because the lines are continually being increased, and it does not do for a merchant to fall behind in stocking the latest thing out. But against this he has a demand that is ever growing, an enthusiasm to enjoy the opportunities afforded by the age that is not damped by hard times, and a total disregard of price. A sportsman who is really a sportsman always buys the best article, and therefore the merchant should always carry a quality stock although he may run some second grade lines. Of all the departments of the hardware store, leaving out the prepared paint one, I think sporting goods have shown the greatest development, and offer the best opportunity for the merchant to reap a good profit and at the same time benefit his store generally. The man who does not make a determined fight to secure the trade of his district and to become known as the sporting house is making a great mistake.

The Vacation Demand.

Sporting goods displays are very appropriate just now. Not only do they tend to liven up the whole appearance of the store, but people are now taking their vacation, and in most cases a call exists for some kind of sporting goods. The merchant is apt to think that beyond fishing tackle and camping out supplies there is little demand for other lines from the majority of holiday seekers. But this is wrong. Does not a bat and base ball come in very handy while in the country, not only among the older boys but if there are children in the party! How about tennis racquets, croquet sets, footballs, and swimming belts.

Many a household goes away to the country, and after the first excitement is over there come the reaction and nobody seems to know what to do except go fishing, which may not at the moment be convenient. Now the head of the family, as he looks at the restless boys and girls, wishes he had bought some balls, bats, and racquets with him. In fact anything to keep the young rascals quiet. Probably if the merchant of his town had shown in the window these lines instead of devoting the whole window to a camping out scene and the inevitable fishing tackle accompaniment some idea of providing the party with other means of enjoyment would have been conveyed to the head of the family. Especially, if the merchant displayed in the window an announcement to the effect that such lines help to make a holiday pass pleasantly and keep the young ones out of mischief. What greater fun can there be at any resort, or among a party of campers-out than an impromptu game of baseball or football. Given the necessary articles the game is in progress in no time and with little trouble; and the enjoyment is intense, more so than in the case of more serious sport when leagues and club records are concerned.

The Window That Suggests.

The merchant should be always on the lookout to catch all the trade that is going. Beaten lines should, of course, be carefully adhered to; display seasonable goods at seasonable times, but do not be idle in the interim. There is a demand of some description going at all times, and the merchant who looks out for this, encourages it, and sees that it is properly handled makes the biggest success of his department. In this respect the display window is of the greatest help. Here the merchant can make suggestions. In commodities that are luxuries it is often necessary to bring before the public the fact that a certain thing is desirable, or unless they forget all about it until the desire arrives without the chance of it being satisfied.

For instance, in camping out there are many little conveniences which are apt to be forgotten in the hurry of setting out, which if the merchant had prominently displayed in his window would not have been overlooked. There is no doubt that merchants even now-a-days do not take full advantage of their windows. They do not rely enough upon the co-operation of suggestion.

A Fishing Competition.

As it has been continually pointed out in these columns a merchant does good advertising work by instituting competitions among sporting enthusiasts of the community and at the same time stimulates the demand for his goods. A hardware merchant in the States makes a very prominent thing of these competitions, and they have not only become very popular, but have been the means of bringing to the store practically all the sportsmen in the vicinity. The latest competition is for bass fishing and seems such a particularly good one that we give the following particulars to help Canadian merchants in following out something along the same lines. Five prizes are offered. First prize for the biggest bass, 2nd for the highest total weight of bass for the season, 3rd for the longest bass, 4th for the second heaviest bass and 5th for the lightest bass. The rules and comments are worth quoting:

1. Every contestant must be a resident in the county, and must register his name with us before going fishing. This can be done either by letter or in person. This is very important. A name registered with us at the beginning of the season entitles a person to try for a prize as often as he wishes until November 15. Hand in your names.

2. Every black bass entered for a prize must be brought to our store and weighed by one of our clerks who will register length and weight of fish and name of fisherman in the Contest Register. A man's word is taken, unless disproved, as evidence of his catching the bass.

3. No fisherman can win more than two prizes, nor more than one prize with the same bass.

4. Every bass submitted for a prize must be caught in a stream or lake of one of the surrounding counties.

5. Tackle may be purchased anywhere in any of the counties concerned.

6. By "Black Bass" is meant either the small-mouthed or the large-mouthed variety.

7. No employee of this company is eligible for any prize.

8. Names of winners will be published in the evening papers of November 15, 1910.

These rules are fair and sportsmanlike, the contestants not even being required to buy their tackle at their store. The fact that they must register at the store before going fishing is not only perfectly reasonable, but is a clever scheme for procuring a mailing list and getting acquainted with the disciples of Isaac Walton. Fishing tackle is prominently dis played and naturally is not overlooked

Convention Omitted to Discuss Business Methods

Too Much Time Spent on Legislation and Organization—Some Subjects Touched on Which Would Have Made Profitable Discussion—A Question Box Needed.

(From The Canadian Grocer.)

What should be the chief aim of a merchants' organization?

At the annual convention of the Ontario Provincial Board, Retail Merchants' Association, in Kingston last week, the time was spent particularly in discussing resolutions on, and in referring to, Ontario and Dominion legislation.

While undoubtedly fair legislation is an important factor to retail merchants, and while a reasonable amount of time spent in discussing it, is usually time profitably spent, yet there is another feature to retail organization which is equally as important, if not more so, and which at the Kingston convention was somewhat side-tracked.

We refer to methods of doing business in the retail store—methods for stopping the leaks and lessening the chances of failure; methods for competing with mail order houses and co-operative stores; for changing a credit business to cash and playing safely a credit business; for keeping books properly; collecting debts; buying methods; retail advertising; dressing windows; maintaining profits; handling certain customers; approaching and dealing with new customers; salesmanship, and the hundred and one other things, which, if a merchant mastered, he would care little or nothing about legislation. He would be too secure in his own business.

It is quite clear, for instance, that the only method of combating the mail order houses is progressive methods of merchants in the small centres and on the cross-roads of the country.

This has been proven time and again; merchants who give the service, the quality, the assortment and the price, have no fear of these stores, which, in the eyes of the law, are legitimate concerns.

There were two or three papers read at the convention, which, if there had been time to discuss them, would have proven profitable. One was a paper on "How the local press can be made more valuable to retail merchants, and why they should support its advertising columns"; another was, "The injurious effect that bargain counter advertisements of the Toronto dailies have on the growth of cities and towns," and still another on "The cause of the increased cost of food products from the practical standpoint of the merchants."

Yet, other than to pass votes of thanks to the writers of them, they were passed unnoticed or with little or no comment.

If a merchant knows how to advertise successfully, how to display his goods properly, and how to retain his customers, he does not need to worry much about catalogue or co-operative stores. In short, if he understands the retail business from stem to stern there is every chance of him being successful.

Organizations among the retail trade, we claim, are primarily for the purpose of exchanging ideas on methods. This tends to the production of better business men.

During the discussion on co-operative societies, E. T. Steacy, a Kingston dry goods merchant, stated that personally he was not afraid of them. He implied that he had confidence enough in his own business acumen to compete successfully against such competition. Why? Because he is a good merchant. Nevertheless, he said, he did not care to see favors shown to a few. This, taken altogether, implied that while he favored fair legislation to merchants, he put greater confidence in his ability as a business merchant, to withstand such competition. His methods would have been quite interesting.

The same note was struck by A. Sweet, a general merchant, in Winchester, Ont. He told of parties in his district sending to the mail order houses for goods which he kept in his store, simply because they didn't know he kept them.

This would have been the subject for a valuable discussion — how to best acquaint the general public on the assortment of goods carried in a general store.

There were merchants present who had questions to ask regarding business methods, but they didn't get an opportunity. One wanted to know how he could change his business to strictly cash and still be able to secure produce from farmers, pay them cash for it and make a profit in selling it to wholesale produce merchants. This, again, would have brought out a discussion valuable to everybody.

Merchants frequently fail because they are poor buyers. There were many successful merchants at the convention who possibly have buying down to a science. They could have enlightened the others.

Value of maintaining prices and profits was touched upon by H. Watters, an Ottawa merchant, but little discussion followed.

If merchants in every village, town or city had maintained prices and profits there would be little use for any contract price plan. But, as often occurs, if a manufacturer were to give a retailer a chance to make two or three per cent. extra profit, he would give it all away to the consumer. He would do this in order to get the trade on one particular article away for a few days from his competitor across the street, and eventually make a lower established price for that article in his district.

These are things that the Retail Merchants' Association should discuss minutely, as well as matters pertaining to legislation and internal organization.

Next year at Guelph there should be a question box, in which all difficulties of members should be placed. Then members will attend, feeling that they are going to be directly benefited on some point over which they have had trouble. If the R. M. A. can show that merchants who become members are going to be directly benefited in regard to the using of better business methods, it should be rewarded by a substantial increase in membership.

LOCAL NEWSPAPER ADVERTISING

Robert Fair, dry goods merchant, of Peterboro, sent the following paper to be read at the convention at Kingston:

"Let me deal first with the initial part of my subject, 'How the local press can be made more valuable to the retail merchant,'—and in doing this let me point out what I think to be some of the greatest present day evils. In my long experience as a dry goods merchant and therefor an advertiser, I have made it a part of my business to compare the local papers with others outside and I find the local newspaper as a general rule "fills up" with a lot of trashy plate matter, which probably not half a dozen readers in one hundred ever look at. It's in one day and the probability is that it will appear at another date for the express purpose of filling up the paper and make it look big. Another method to cover the same ground is the two frequent practice of using large "scare line headings." These also help to take up room.

Against Supplements.

"I am strongly opposed to supplements and special editions. My own experience is that on many occasions customers have come to me asking why I discontinued my advertisement in such and such a paper. The fact of the matter was that the advertisement was sent to the printer, was locked up in one of the forms of the supplement, but wnen my customer received the paper, the supplement was missing or the reader in looking for the local news, knew it would not be found in the supplement and so threw it aside. My advertisement was therefor a waste of money, ability and time.

"I would also discourage the practice of advertising by means of the small hand bill or dodger. It cuts down the

space used by the merchant in the paper because he thinks he can get ahead of his competitor by using the dodger. But can he? I am rather inclined to think not. The other fellow around the corner circulates dodgers and the housekeeper, who is the merchant's chief asset, on coming to her door finds a lot of colored bills and while at one time she may look them over, she will in 99 other cases throw them away or burn them. The result is a dead loss to those who sent them.

"Now my theory is this: Let the newspaper man do away with all this plate matter, supplements or special editions and minimize the big headings. Let him be uniform in the publishing of his paper. Instead of having the local news concentrated on one page, let it be pretty well distributed, and so that each page would be read. The reader would then find the news and the advertisements at first sight on any page. A genuine advertisement is an item of news just as much as the fact of John Jones being killed in a railway accident and as many a local item is missed by being placed in an obscure corner of a "fill out" newspaper, so is an advertisement, be it large or small, by being similarly treated. Eliminate all this useless matter; have the paper distinctly local and distribute the news and advertisements on just the size of paper needed and no more and the results to my mind, would be manifold, both to the publisher and advertiser.

Should Publish Prices.

"I think that every merchant should have a fair to a thorough knowledge of advertising. He should be able to see in his own mind pretty much how that advertisement is going to look in type, and be able to act accordingly with a view of having it look attractive and readable. He should not be afraid to publish the prices of his articles although there are exceptions such as the announcement of a new stock or the opening of a season. He should advertise each article under the name by which it is best known to his customer. I would also advocate the use of the index on the newspaper as I consider it of great value. The reader can find at a glance where to find the article he or she is looking for and as my opinion is that a live advertisement is a local item, it should be included in the index.

"Then these things being remedied, the merchant should support the advertising columns of the local press loyally and at all times. He should do away with the hand bill custom, etc., which in many cases does not go to the publisher of a paper in his own town, but instead the small jobber outside is the one to be benefited. He should make his contract with the publisher and it should be rigidly abided by by both parties.

"Then by loyally supporting the publisher the merchant should in turn receive the preference by the local buying public. This I think would be brought about to a greater extent than is now prevalent. The community owes it to the merchant. His line of business can be placed in the hazardous class. Not every merchant makes a success. He has to take many chances, and yet in doing this he contributes half of the total amount of the community's taxes.

EFFECTS OF BARGAIN COUNTERS.

H. Occomore, hardware merchant, and president of the Guelph branch of the R. M. A., read a paper on "The Injurious Effects that the bargain counter advertisements of the Toronto dailies have on the growth of the cities and towns."

"We must first be sure that this is really an evil before we endeavor to point out a specific for it. We must also reckon with the fact that unless we can really find legitimate proof that it has an injurious effect, we will only frustrate the very purpose of this paper (namely how to counteract this evil), but instead will only help to advertise it more extensively.

"That it is injurious to the retail trade of the cities and towns you will all agree with me. I know of nothing that will cause the buying public to sit up and think and act quicker than a bargain sale advertised by a responsible house, and just here let me say that it is only that kind of a house that can successfully run bargain counters, because the public demand real bargains at such times. The greater evil to my mind in this is that it makes the buying public dissatisfied when they have to pay the merchant in their own town a price which will enable him to conduct his business along legitimate lines. In what thoughts I have been able to give this subject, I am forced to admit that in most cases the goods advertised in this way on the bargain counter are fairly good bargains to the buyer, especially when it does not cost him or her much to transport these goods to his or her home town. To my mind the greater evil is the enormous circulation of catalogues from the several departmental stores, both on this side of the line and the other. I do not think that all the bargains which are purchased outside and brought into our towns and cities would amount to very much if divided up among the several local dealers in the locality, but I do think that the catalogue advertisements as we receive them to-day are something that should make us stop and think whether something cannot be done to counteract this evil to every department of the retail trade in every city, town, or village; here, we have quite the reverse of the other, and instead of getting what they expect they are more often quite dissatisfied. But what can they do? they have paid for it, also express or freight charges, and they swallow their disappointment and say, 'Oh, I guess we'll keep it now.'

"Right here, is where I fail to see where the common sense of the ordinary catalogue-house-patron comes in. First, they see something in this catalogue they think is what they need; they send for this, enclosing sufficient funds to cover cost of article and transportation to the nearest express office, and very frequently when it does arrive, it is not what they thought it would be. This same article or perhaps something nearer to what they wanted is all the time to be gotten at the local store, oftimes at the same prices as quoted by the catalogue houses, or if higher, seldom as much as it costs to lay the other down and beside all this the fact of being able to see the article before buying should be one of the strongest levers against catalogue house buying.

"This appears to me to be the hardest blow to the retail trade generally, the grossly misleading descriptions, cuts, and information, as we see them published in these catalogues. As for the bargain counters, I would say let them alone and, if necessary, go thou and do likewise, for we must admit that it is numan nature generally to be looking for bargains.

" 'The reason these houses can put on bargains is owing to the quantity purchased and if the merchants of our cities and towns could only have confidence in each other to combine in the matter of buying certain lines, it would no doubt to a very great extent lessen the evil, as they could then buy just as cheaply as the catalogue houses, and we all know that in the majority of cases, quantity controls the price. This is just as true in selling as in buying. Another way to lessen the evil would be to absolutely refuse to buy from those wholesalers and jobbers who we know cater to the departmental houses' trade.'

"In conclusion, gentlemen, I would say let us as retail merchants of Canada make up our minds that we as a class are necessary to the best interests of trade and that we can and will hold our own even though there be bargain counters and we can rest assured that there will always be lots of people who are willing to live and let live and will appreciate at his true worth the dealer who endeavors to give a square deal."

INCREASED COST OF FOODS.

F. C. Higgins, grocer, (Toronto), prepared a paper on "The cause of the increased cost of food products from the practical standpoint of the merchant."

"First of all, the increased cost means the investment of more capital. A merchant by an investment of $10,000 could secure as large and varied a stock ten or fifteen years ago as he can to-day with an investment of $12,000 to $15,000. Money is worth 10 per cent. in a business venture, so we see one of the first effects is this added burden on the merchant.

"Second—The increased cost of living has compelled the merchant to pay higher salaries to his employes, ranging from 25 to 50 per cent.

"Third—The heavy burden of increased cost in the delivery of orders. A horse could be fed and shod at an average cost of $2.50 to $3 per week a few years ago, and to-day it costs about $5 to $6—nearly doubling the outlay in this particular.

"Now, what is the effect of all this increase? It means that it is costing the retail merchant at least 5 per cent. more on his turnover, to do business to-day than it did ten or fifteen years ago.

"How can we, as merchants, maintain our position and receive a just reward for our labor? I know of no better way than ORGANIZATION. By this means labor has secured a much larger and more equitable compensation, and it is up to the merchants of this country to say whether the increased cost is to be wholly taken from them, or to be apportioned to each and every one according to the service rendered."

HARDWARE AND METAL

Established 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Addresses :

Canada: Macpubco, Toronto. England: Atabek, London, Eng.

OFFICES :

MONTREAL - - 701-702 Eastern Townships Bank Bldg Telephone Main 125

TORONTO - - - - - 111-127 University Avenue Telephone Main 7324

WINNIPEG - - - - - 511 Union Bank Building Telephone 3726

VANCOUVER, B.C. - - - - - - H. Hodgson, 11 Hartney Chambers

LONDON, Eng - - 68 Fleet Street, E. C. E. J. Dodd Telephone, Central 12960

NEW YORK - R. B. Huestis, 1109-1111 Lawyers' Title, Insurance & Trust Building Telephone, 1111 Cortlandt

FRANCE - - - - - John F. Jones & Co., 31bis Faubourg Montmartre, Paris

SWITZERLAND - Louis Wolf; Orell Fussli & Co., Zurich

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

AN EARLY CLOSING WAVE.

There is a great wave of progress passing over the continent so far as early closing among the retail trade is concerned.

"Shorter hours" is the slogan and converts among merchants are reported every week. There is just now a proposition before Hamilton merchants to close during the summer months on Saturday night at 9 o'clock.

Merchants in all parts of Canada are freely admitting that there is no money in late hours. So far as inconveniencing the public is concerned, they say that the public are easily educated and, in fact, consider a merchant in a better light in a great many cases if he is more independent. There is little sense in working until 11 o'clock on Saturday night, if as much business can be done before 9—and if your customers can be educated to shop before nine, why not educate them to do it?

When an agreement is entered into it should be kept for the honor of the merchant is at stake, and viewed from the purely commercial standpoint it will not pay a merchant to be known as a kicker, or an agreement-breaker.

Hardware merchants in a certain place in Ontario, a fortnight ago agreed to close on Wednesday afternoons during July and August, but at the last moment one of them backed out. Will it pay him? Not likely. Such actions are as damaging to a merchant's confidence in himself as to the confidence others have in him.

FRUIT CANNING SEASON.

Among the seasonable goods on which it will pay the hardware dealer to put special effort right now are such articles as cherry seeders, fruit presses, apple parers, family scales, sieves, kettles, strainers, glass jars, crockery, tin fruit cans, fruit jar rubbers sealing wax and enameled ware.

These items naturally suggest the more staple articles and the many small goods, which can be sold to advantage during the season, such for example, as vegetable peelers, slicers, kitchen knives, preserving spoons, etc. These goods are all in season now and if brought to the attention of prospective buyers can be sold in large numbers.

Do not be content to merely carry a stock of fruit canning goods. Display them in the window and advertise them in the local newspaper. And it won't be at all unprofessional to have one of your clerks call upon your customers in their houses to see if they have any requirements in this line. Sales should not be pushed, of course, but the call should be a reminder to the housewife that you can supply her wants, and that it is better to draw her attention to the matter before the rush comes on.

If personal calls are made it will be well to take a cherry seeder or some other specialty along to show the customer, and introduce the subject. If she hasn't one—and nine out of ten haven't—she will thank you for demonstrating it to her.

CRITICISM OF GAME LAWS.

A splendid service has been done the people of Ontario by A. Kelly Evans, special fish and game commissioner, in his report to the Ontario Government:

The report calls for a re-organization of the outside service, officials of which should receive a sufficient salary to maintain themselves, and should not be permitted to engage in any other commercial or business enterprise while in the Government's employ. Several cases of startling inefficicency in subordinate game officers are cited by Mr. Evans. Some of the wardens, he says, are incapable of handling a boat; one, whose district composes many miles of lake and forest, is 90 years of age; another trades as a Shylock among the simple fisher folk in his territory, in the interests of a foreign company. While another has been known to hire himself to a shooting party, and indulge with them in the illegal slaughter of game during the closed season. "These," says Mr. Evans, "are absurdities. Yet they are the inevitable and direct outcome of a system in which the most obvious and indispensable qualifications have been crushed aside in favor of a party rosette."

In regard to deer, the commissioner recommends that the open season be from Nov. 15 to 30; that each sportsman be allowed "one horned deer," and that the penalty for exceeding the bag limit or for killing a doe or fawn be not less that $25 or more than $100. He advocates the adoption of the rule, "never shoot until you see the horns," as a method of preserving the fawns and as a means of protecting human life in the forest, for almost all hunting accidents are the result of snapshooting.

In conclusion the report advocates the imposition of fishing and hunting licenses to resident and non-resident sportsmen on a schedule basis, which on the basis of a population of 2,000,000, taking a 5 per cent. ratio, would produce from $60,000 to $100,000 for the Provincial exchequer.

Hardware merchants are directly interested in the conservation of the fish and game resources of the province, and those residing outside Ontario are almost as much interested as residents, as the example set by Ontario will have a material effect on the policies adopted in sister provinces. Every support, therefore, should be given Commissioner Evans in his efforts to raise the question of fish and game inspection out of party politics and conserve the wonderful resources nature has endowed this province with.

TAKE CARE OF YOUR AWNINGS.

Awnings will last longer and look better if merchants would dry them out when they get wet. Some leave their awnings down to soak and drip all through a heavy rain, but it doesn't do an awning any more good than it would any other fabric to soak it in that way. To preserve your awnings haul them up when it rains, but, if they get wet, when the air is right, lower them and let them dry out, and be sure they're dry when you furl them before you close up for the night.

Some merchants, of course, consider an awning is a protection to the passersby, and believe that many tarry under it during a shower, some of whom enter the store, and perhaps purchase goods. That's one way of looking at it, but to consider the awning itself there's no question about the advisability of taking care of it so that it will not become faded and discolored.

The world is full of people who are waiting to catch someone in a lie. Advertisments are shining marks for them. See that nothing but truth appears in your advertising.

When a customer wants to settle, the bill ought to be ready. To ask a man who wants his bill to come in again or to wait half an hour for it, that is the one great and unpardonable sin of the credit system.

Railway Wages and the Economic Tendency

Are the Demands of the Employes in Accord With the Signs of the Times?—Influence of Money Pressure on Prices Scale—Did the United States Railways Make an Economic Mistake?

The consuming classes in America have noted with satisfaction the various signs and indications that the cost of living may be lower in the near future. Householders of every class have been exercised and perplexed by the high prices that have prevailed for the articles they had to buy.

The matter of high prices has been a more pressing question in the United States than in Canada; and it is natural that relief should first be experienced there. A number of causes now appear to be operating to relieve the situation. Monetary pressure is always a potent factor in lowering commodity prices; and monetary pressure has been distinctly threatening on both sides of the boundary line.

Another factor working in the same direction is the political situation. That seems to promise a lowering of the United States tariff sooner or later. A lowering of the tariff by Washington, under present conditions, should result in lower prices for commodities on the other side of the border. But, if it be assumed that the Washington tariff be greatly lowered without any change being made in our own tariff, the fact might operate to increase the cost of living in Canada while lowering it in the United States.

That might come to pass as follows: It is our natural products that the United States want—wheat, butter, eggs, meat, lumber, etc. If buyers from the neighboring republic are strongly in evidence here, competing most vigorously with the buyers for home consumption and the European buyers, the chances are that those products would rise in price. The Canadian producers of them would benefit, but Canadian consumers would have to pay more for them. That would be a case wherein a happening outside of our control—viz., the lowering by the Washington authorities of their own tariff—would tend to make the cost of living in Canada higher and in the States lower than at present.

In several different directions the level of prices has been receding. Wheat and cotton have fallen, and the iron market has been sensibly weakening. This points distinctly to a lower cost of living.

But one recent happening in the United States had an important tendency in the other direction. It was the wage increases granted by the railroads. It is said that the railway companies have already, in the past year, granted wage increases to their employes amounting to $130,000,000 per year, and that increases amounting to a further sum of $70,000,000 are immediately in prospect. When they made those increases the railway companies probably underestimated the strength of the resistance that would be offered to the increase of freight rates by which they expected to reimburse themselves. Now it is just possible that the great difficulty experienced by the United States railways in adjusting their revenue schedules to the higher plane of overating costs is due to the prime fact that the recent move to increase wages was an economic mistake; in other words, it may be that that action was in a direction opposite to the general economic tendency of the times. It may turn out to be the case that the cost of living will continue to fall lower and lower; and it is upon the argument of a high cost of living that the demands of the railway employes for higher wages were based.

Until the tendency of the times is more clearly apparent it can be said that the railways in Canada are wise in resisting demands of their employes for large wage increases. Perhaps those parties who have been so loudly applauding the demands of the trainmen and condemning the attitude of the companies would not be so forward if they had a better understanding of the results almost certain to follow if their advice were taken and wages jumped up to a high level.

The large shippers throughout Canada have a lively enough sense of what is involved in a big wage increase by the railway companies. They know that the next thing to be expected would be an increase of freight rates, and a diminution of their own profits. If it were more generally known that an increase of large proportions in the rate of wages paid by the railway companies to their employes would have its effect in increasing the expenses not only of the shippers, large and small, but also of every man or woman who earns a salary or lives upon a small income, there would be less frothy talk about the rights of the railway workmen and the tyranny of the big railway companies. Of course, the railway workmen are entitled to proper consideration. According to their own report the C. P.R. and G.T.R. trainmen were, up to a short time ago, paid higher wages than the employes of the American roads in the same territory. They wanted no standardization of wages then. The U. S. roads, however, increased their pay so that the Canadian roads' employes were getting the less rate. Then the C.P.R. and G.T.R. men became advocates of standardization of wages.

STOVE MERGER AGAIN.

Once again the report comes of the probable amalgamation of the four Hamilton stove foundries, the Gurney-Tilden Co., D. Moore Co., Burrow, Stewart & Milne and the Bowes-Jamieson Co. While it is admitted that negotiations have been on foot, representatives of the various companies decline to give out any information.

If the merger is completed one of the advantages, from a manufacturer's standpoint, will be the economy in production, it being possible to centralize the products of the four companies and by eliminating duplicate lines and manufacturing all of one class of goods in one foundry, considerable savings in the cost of manufacture would be made.

DISAGREEABLE SALESMEN.

A discourteous salesman behind the counter is dear at any price and his employer would find it more profitable to pay him to stay away from the store than to receive money from him for the privilege of attempting to sell goods. As long as he is in the store he is likely to increase rather than decrease the number of disagreeable customers. Like begets like.

There are a good many customers who would try the patience of Job. Most clerks have a fair amount of patience and desire to please customers and advance the interests of their employer. In moments of weakness, however, the best of them are in danger of going down before the assaults of disagreeable customers.

But in spite of all, it is the duty of salesmen to practise patience as if they were qualifying for a saintship. It is business, and salesmen are designed for business building.

APPRECIATED IN UNITED STATES.

Hardware and Metal, Toronto.

Gentlemen,—Your acknowledgement of my remittance serves to remind me of the splendid service the Hardware and Metal has rendered in keeping me informed about happenings in Canadian hardware circles.

I look forward to your publication regularly every Tuesday and read it with the same degree of interest as during my recent engagements with the several Montreal, Winnipeg, Victoria, and Edmonton hardware houses.

I wish to keep in constant touch with current events among the Canadian hardware trade, and know of no better source than through Hardware and Metal.

THEODORE KORB,
Advertising Mgr., Belknap Hardware & Mfg Co.
Louisville, Ky., May 20.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Copper—Cut of ¼c.

Toronto.

Turpentine—Up 4c.
Paris Green — Big demand; some houses withdraw prices.
Copper—Declined ¼c.

MONTREAL.

July 8.—The very weak condition of copper in the primary markets has naturally resulted in local quotations sagging, and jobbing lots have been quoted at 13½, although in other quarters the old figure of 13¾ was still asked. Other prices are unchanged although the tendency is on the weak side in sympathy with copper.

Trade locally is very good for the time of the year. Orders continue to be on the light side, but users are constantly buying and there is therefore plenty of movement among the trade. At present there is less inclination than ever to buy ahead, the state of the markets instead of stimulating buying producing less confidence in future prices. Industrial conditions are such, however, that users want metal and cannot hold off for lower prices so far as their present requirements are concerned, which is a good thing for the market.

Tin after the jump last week fell away, but considering the position of copper has held very well, although it could not maintain the top price. The other metals are just about holding their own under slow buying. The situation in the States in iron and steel is little changed. Prices are still soft under quiet buying, and the little spurt made a week or so ago is being lost under the beginning of the midsummer dullness.

Pig Iron—The local situation is unchanged. Deliveries are being regularly made, and although some heavy lots have been delivered as per contract p'aced early in the year there is little pig iron on hand among large users. The difficulty of getting delivery from domestic furnaces early in the season meant the placing of more orders for imported stuff. There is no check to the contracts for fall delivery. Market conditions are quiet across the border with little inquiry from consumers. Prices are sagging again and the improvement noted last week seems to be in danger of being lost. Furnaces here and there are still being shut down.

Tin—There is no change in jobbing prices of tin, and we quote 35c with fair business offering. There is no rush for the metal, but users are buying steadily for work that is on hand. Little stock is being carried. The English market is holding well despite the position of copper. Last week a sudden jump was made on the announcement that the American deliveries into consumption for June were the highest on record. After the first surprise the market fell away, but on the whole is well maintained considering circumstances.

Copper—Copper locally has shown another cut of ¼c, and jobbing lots are now around 13½, although some merchants are still holding to the old figures, excepting for good round lots. Trade is, on the whole, good for the time of the year, but the low price does not stimulate any extra speculative buying. A falling market never produces confidence. The primary markets seem to be getting worse. Holders are very anxious, and with the stock market showing signs of nervousness things all the way round are dead against copper. Rumors as to big copper deals are again commencing to float around, but there is but one remedy—a strict curtailment of production. It is certain that some producers at the New York price of 12½c must be producing at a loss. Buyers are shy, and present consumption is not equal to production, leaving out the heavy stocks that are being carried.

Spelter—Spelter is unchanged. There is a fair trade offering, and heavier business seems to be maturing. The English market is holding very well, while St. Louis hovers round the $5 mark. The prospects for spelter under these conditions appear very favorable.

Lead—Both imported and domestic lead are unchanged in price. Trade is perhaps not so active as it was, but there is fair business doing. The English market is slowly falling, and there is, according to reports, no snap to business.

Scrap—Scrap is quiet, with prices unaltered. There is little metal offered, and not much inquiry for it. We quote: Heavy copper and wire at 11c; light copper bottoms, 9½c; heavy red brass, 8c; heavy yellow brass, 8c; light, brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3c; No. 1 wrought iron, $12; machinery cast scrap, No. 1, $16; stove plate, $12.50; malleable, $9; miscellaneous steel, $5.

TORONTO.

July 8.—There is a noticeable easing off of new business. July and August are never good months for big trading, and this year is no exception to the rule. There is yet, however, a rather heavy movement of pig iron on old contracts, and this is helping to keep the situation satisfactory. Canadian furnaces are still a month behind with their bookings.

The other metals show decreasing sales. Copper has declined a quarter of a cent. This is the only price change.

Pig Iron.—The half year mark has been passed and there were none of the decisive features in view that were expected to develop in the way of bumper business. The opening of the year saw a great deal of booking being done; but with the approach of spring new business tapered off. Undoubtedly the uncertain conditions prevailing in the United States, and to some extent in Britain, too, had a dampening effect in Canada. There is no other reason to assign for the light buying of late, for users of iron and other metals have been exceedingly busy—in some cases running their factories with day and night shifts. The heavy booking at the close of 1909 and right through the winter, however, made trading satisfactory, but just now deliveries are catching up, and it may be that September will see a clean slate. Canadian furnaces report orders now on the books sufficient to keep them going for a month or six weeks. Prices remain at last week's figures, but they are much easier than at the opening of the year. Canadian foundry No. 2 is at $20 (car lots). Middlesbro' No. 3 is $20.25. Other English and Scotch irons run to $22.50. Summerlee and Glengarnock are at this latter figure.

Copper.—A further cut of ¼c has been made in copper during the week, the second decline within a month. The local quotation is now at $13.50. Business is active at this figure considering the lull that usually takes hold of trade at midsummer. The immense lead of production over consumption (and it appears to be increasing rather than lessening) is responsible for the easier quotation.

Tin.—There is a fair amount of business passing in small lots. The lowness of stocks every where has made this metal strong and has kept tin at the 35c figure.

Lead.—The situation of lead at last issue remains unchanged. The price is firm compared with the market of the past three months, but with the advent of the holidays there is not such a great volume of trade passing. Quotations are at last week's figures—$3.75 and $3.80 for domestic and imported lead respectively.

Spelter.—Trading just now is light, but the tone of the market is healthy. The quotation is yet $5.75.

Sheets and Plates.—Both tinplates and galvanized sheets are active, and are helping to keep general trading in the metal market on a satisfactory basis. The newer parts of the province are taking q uite large quantities now, and stocking up during the low freight rate season. Prices locally are unchanged.

Old Materials.—Trading is somewhat slow and sales are light. Dealers are paying for heavy copper and wire 11½c;

light copper bottoms, 10c; heavy red brass, 9½c to 10c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3½c; No. 1 wrought iron, $11; machinery cast scrap No. 1, $15.50; stove plate, $13; malleable, $8; miscellaneous steel, $6; old rubbers, 9c.

HARDWARE MARKETS

MONTREAL.

July 8.—The holiday somewhat interrupted the steady flow of orders which has been so marked the last few weeks, but the aggregate for the week is very good, and the midsummer dullness has not yet commenced to be felt. The immediate demand for goods is still very prominent, and there is very little booking ahead. Lanterns, horse blankets, sleigh bells are moving, but moderately. The demand now is purely of a sorting up character, miscellaneous lines being wanted here and there. Freezers, hammocks, garden seats, water coolers, screen wire, harvest tools, are prominent. Fruit preserving utensils are gathering strength, and promise to become a very prominent line.

No important change in prices is announced. The markets are firm, but exceedingly steady, and there is no interruption to the steady sorting up business that is always the main source of trade at this time.

Seasonable Lines—The business doing is still of a rush description, merchants requiring odd lines at once to sort up their stocks. Hammocks, garden swings, hose, green wire cloth, refrigerators, water coolers, and other associated articles are mostly prominent. Preserving utensils are now showing a stronger movement, orders coming in for kettles, apple parers, seeders and presses.

Builders' Hardware — The demand maintains its high level, and although orders are of a sorting up description and individually small the aggregate is good. It is thought that the purely local trade may suffer through a dispute now going on between the contractors and the bricklayers and stonemasons, but the fight is not anticipated to last long enough to affect building prospects. We quote: Lock sets (inside), $4 per doz. and up; lock sets (outside), $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½c to 33c.

Bolts and Nuts—The situation is still about the same. Prices are very stiff, and specific orders are required by the makers for future delivery. Nails are not short, but the mills are not overtaking the demand. We quote: Discount on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Harvest Tools—The demand is now in full swing. While dealers are ordering on the light side, it is apparent that they anticipate a strong consumptive demand, and the same sorting-up-rush orders will be noticed in these lines as in the earlier summer one. We quote: Harvest tools, 50 and 5 off; scythes, cast steel, $6; better grades, $7 and up; grass hooks, $1.60 to $2 per doz.

Heavy Hardware—Heavy hardware maintains its activity, and shows up well besides shelf lines. The boats continue to take heavy assorted consignments. We quote: Chain coil, ¼, $5.25; ⅜, $3.80; ½, $3.50; ¾, $3.25; 1, $3.25; anchors, 40½c lb. up; merchant bar iron and mild steel, $1.90; steam gauges, $1.50 each up; injectors, $4 to $18 each; and steam gauges, 35c to 80c.

Wire—Hay wire is moving strongly, also barb. Delivery from makers is rapidly improving and trade generally shows up well. We quote: Barb wire, car lots, mixed, $2.45; small lots, $2.50; plain twist, car lots, $2.75; small, $2.80. Galvanized wire No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b. Montreal. Coiled spring fencing, $2.30 straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.35 base. Staples, bright, $2.60; galvanized, $2.85.

TORONTO.

July 8.—The hardware trade just at present is fully sustaining the record it established during June. There is a splendid demand for a variety of hardware lines, especially seasonable goods for farm, house, lawn and general shelf hardware. Of course, builders' hardware is increasing in activity right along, and just now orders are exceedingly heavy.

Prices hold unchanged from last week, with the market very firm. Stocks of manufactured iron and steel goods are hard to obtain promptly and there is some disappointment expressed both by hardwaremen and jobbers. Sprayers show up well as a result of the passing hot dry spell, as also do hoes, sprinklers and water coolers for household use. Hose and supplies are scarce and hard to obtain, and stocks of screen doors are almost denuded, so great has been the call for them.

Mail orders have had an impetus since the beginning of July, the holiday season helping along this feature of trade.

Builders' Hardware—Perhaps at the top of the list just now, so far at least as demand is concerned, is builders' hardware. The bumper business done during June is being repeated, and even bettered in some cases at present. Lock sets and combinations, and shelf goods generally are notably active. There is a splendid demand for spring butts, hinges, brackets and door bolts. Metal shingles, siding and roofing as well as building paper are also having a good call. Some good inquiries have been made for galvanized and metal ventilators. Screws and wire nails are steady in movement.

Mechanics' Tools—Saws and hammers continue to be mostly asked for; but a good call this week has been made for oil cans, ratchets, files, tapes, auger bits, levels and tool handles and holders.

Household Goods—The holiday and summer cottage season is responsible for good sales of tin and enamelware. Besides there is a fair call for washing machines by the folks at home, as well as tap filters, refrigerators, carpet sweepers, sad irons, water coolers and freezers. Furniture shoes have been prominent. Screen doors and window screens are very active, particularly the former, which are scarce and hard to obtain in number.

Heating and Lighting Goods—Campers and summer cottagers have of late been buying pretty heavily of oil and candle lanterns, burners and lamp goods generally. Coal oil stoves, too, are enjoying a big season's sale. The general stove, range and furnace trade is beginning to open up. Indications are that the season will be an unusually good one. Floor and wall registers, borders and faces are expected to show a first class demand. Stocks of wall thimbles are large.

Farm Tools—Demand for this class of goods has increased of late. Haying implements are still to the fore, but their prominence is divided by a demand for churns, horse pokes, spring snaps, pumps, adzes, axes, etc. Sprayers have sold and are selling immensely well because of the hot dry weather.

Lawn Goods—Hedge trimmers, sprinklers and general lawn and verandah goods are selling splendidly just now. Hammocks are in fair demand, and the demand for hose and supplies is fully as great as ever. The goods are yet scarce, and difficulty is experienced in filling orders. Ornamental iron vases, and wire and iron chairs and settees are going out satisfactorily to country points. Wire cloth and rope are meeting with good sales. Hand rollers are selling better than earlier in the season.

Heavy Hardware—Besides the steady and satisfactory trading in rods, bars and pipe there is a fair call for jack chain, sheets and plates, vises and horseshoes. Bolts and units are in steady demand.

Wire Goods—There is a fair and satisfactory call for all wire goods—iron and steel wire, barbed and galvanized wire, coiled spring fencing, and brass and copper wire. Staples, strand wire and bright wire goods are also sought after fairly well.

Sporting Goods and Cutlery—Baseball, lacrosse and children's summer toys are most in demand, but there is satisfactory trading in fishing tackle and bicycles. Inquiry is made for guns and ammunition. Pocket knives have been selling well for three weeks past, and of late there have been some good sales of butchers' knives and steels. Razors, both ordinary and safety, were prominent last week, before the holiday. Some few silver table kettles and spoons went out the last few days of June for presentation purposes.

HARDWARE TRADE GOSSIP

Ontario.

T. L. Moffat, president of the Moffat Stove Co., Weston, is holidaying at the Lake of Bays.

Robt. Sirmon, Toronto city traveler for the Canada Paint Co., is at Bala, Muskoka, enjoying his holidays.

Thos. F. Monypenny, vice-president and sales manager of the Imperial Varnish & Color Co., Toronto, is holidaying in Muskoka.

Theron Buchanan, junior, Galt, who was formerly in the hardware business in that town, has gone to British Columbia to engage in business there.

The Riee, Knight Co., Toronto, manufacturers of gasoline lighting systems, had a small loss by smoke and fire last week. It was covered by insurance.

Wm. Crawford, sales manger of the Kemp Manufacturing and Metal Co., of Winnipeg, Man., returned to Winnipeg last Saturday, after having spent a few days in Toronto on business.

George McLaughlin, who it was recently announced had accepted the position of western manager of Caverhill, Learmont & Co.'s business, with headquarters at Port Arthur, writes Hardware and Metal stating that his position is that of the above firm's traveling salesman from Port Arthur west.

F. Benjamin, of Samuel, Benjamin & Co., London, Eng., who has been visiting Toronto for the past month, assisting Sir Henry Pellatt in making arrangements for taking the Queen's Own Rifles to England this summer, returned to London on July 8. Mr. Benjamin has been making all the arrangements with the War Office and with the transportation companies for the entertainment and passage of the 600 men who will make the trip.

Quebec.

Camille Verdon, hardware merchant, Montreal, has assigned.

J. and Mrs. Lacombe, Jr., Sherbrooke, Que., have been on a visit to Montreal.

J. McBride, of Cranbrook, B.C., stayed in Montreal, while on his way to New York.

Geo. A. Marshall, of Geo. Butler & Co., Sheffield, Eng., is in Montreal, looking up business.

C. Wilcox, Hamilton, president of the Steel Company of Canada, has been on a visit to Montreal.

Watson, Jack & Co., Montreal, have secured the contract from the Hydro-Electric Power Commission of Ontario for both the suspension type and strain type high tension insulator.

Alex Gibb, Montreal, has returned from a holiday trip down the Saguenay.

R. T. Leroux, Roxton Falls, Que.; A. T. Hunter, Howick, Que.; D. Goyette, Roxton Pond, Que.; N. Larose, Vercheres, Que., have been callers on the Montreal hardware trade.

James McLeod, of C. H. Marshall, Nanton, Alberta, was married on Tuesday to Miss I. McIntosh, of Moose Creek, Ont. The bride and her parents are well known in the district and much interest was manifested in the event which took place at the parents house. Mr. and Mrs. McLeod afterwards left for Montreal, where part of the honeymoon was spent.

Western Canada.

King & Heasman, hardware merchants, Wawota, Sask., are succeeded in business by Heasman & Rowbottom.

Ross Bros., Limited, Edmonton, are erecting a four-storey and basement, 80x130 feet concrete warehouse, and it is expected the building will be ready for occupancy by early fall. A railroad spur will give excellent shipping facilities. The new structure will be occupied by the wholesale department while the retail business of the firm will be continued in its present location.

J. L. Hutchinson, manager of The Saskatoon Hardware Co., left last week for Yarmouth, N.S., where he will be married to Miss H. K. Crosby, daughter of Captain and Mrs. Crosby, of Yarmouth. Mr. Hutchinson will visit many eastern cities on his way to Nova Scotia and on the honeymoon trip, which will include a trip to Boston, New York, Buffalo, Toronto, and Niagara Falls.

HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Creamery Supplies.—Rossburn Hardware Co., Rossburn, Man., ask where they can secure a catalogue of creamery supplies.

The McClary Mfg. Co., Winnipeg, Kemp Mfg. & Metal Co., Winnipeg, and Thomas Davidson Mfg. Co., Winnipeg, all catalogue milk cans, measures, etc., and can supply on order such lines as strainers, milk testers, automatic machinery, bottling apparatus, etc. W. A. Drummond & Co., 173 King Street east, Toronto, make a specialty of dairy supplies and issue a catalogue covering the entire line.—Editor.

B. C.'s NEW LICENSE LAW.

Interviewed by Hardware and Metal, Peleg Howland, president of H. S. Howland, Sons & Co., Toronto, stated that his company had complied with the provisions of the new extra-provincial license law in British Columbia and had taken out a license. Mr. Howland considered the new law an extension of the protection principle from which no province in Canada is exempt. In his opinion there should be a reciprocal arrangement entered into between the various provinces by which every restriction to trade within Canada should be removed.

Regarding the clause in the new act which renders unlicensed companies unable to maintain actions for the collection of debts, Mr. Howland said this was not a new feature, but was merely emphasized anew. It is, in his opinion, not an unmixed evil as it makes greater care necessary in the granting of credits. While wholesale houses are liable to make mistakes sometimes and suffer losses in consequence, the aim of the credit man is to only extend credit where the integrity and business ability of the merchant makes it perfectly safe to do so. If a jobber extends credit to merchants whom he has to sue for his money he is doing a risky business and, on the other hand, a merchant who would take advantage of the disabling clause in the B.C. law to escape payment of an account would be dealing his credit a death blow in every province.

However, as said before, H. S. Howland, Sons & Co., had taken out the extra-provincial license in order to avoid any friction with the government.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

High Spots.—Iver Johnson's Arms & Cycle Works, Fitchburg, Mass., announce the publication of a series of short talks about system in salesmanship under the heading of "High Spots.jj Any reader of Hardware and Metal who desires to be put on the mailing list for the series can have his name added by mentioning this offer in a letter to the manufacturers.

Big Game Shooting.—The Standard Arms Co., Wilmington, Delaware, have issued a small pocket size 24-page catalogue entitled "Big game shooting," a very interesting review of the history of hunting big game from the days of the musket to the modern automatic rifle, introducing the catalogue proper. The illustrations are excellent and the booklet is one which will be read with interest by every rifle user.

Metal Shingles.—The Metal Shingle & Siding Co., Preston, Ont., has issued catalogue No. 23 dealing with sheet metal building goods, the 48 pages containing nearly 200 illustrations of various designs of metal ceilings, mouldings and shingles. Views of buildings on which metal goods have been used are also shown, together with sample designs of metal store fronts. Instructions for putting the shingles and other goods on are also given with illustrations. Roofing sundries, such as building paper, nails, tinners' snips, eavestroughing, conductor pipe, ventilators, etc. The catalogue is a useful publication for any hardwareman to have.

U. S. IRON TRADE.

Cleveland, July 7.—The Iron Trade Review says: Owing to the number of plants closed on June 30 for inventory and repairs and the suspension on account of the holiday, the past week has been an extremely quiet one as far as the iron and steel market is concerned. There is a fair volume of business being booked and this is probably due to the fact that price concessions are being offered in many lines.

A good salesman tires of doing too little much sooner than of doing too much. The first condition will demoralize an institution while the last will often bring men up to a larger capacity.

Condensed or "Want" Advertisements

AGENCIES WANTED

THE HOMES' HELP, No. 20 Charlotte St., Port-of-Spain, Trinidad, B.W.I., are prepared to receive consignments, also agencies throughout Canada. Correspondence solicited. (32)

BUSINESS CHANCES

FOR SALE—A1 hardware business in western Ontario. Stock about $15,000. Net profit last year $10,000 (ten thousand dollars). Good premises, reasonable rent, either whole or half interest. Senior partner retiring. Box 1009, HARDWARE AND METAL, Toronto. (29)

RENT OR SALE—A first-class store for hardware or plumbing. Toronto west end. Growing section. No opposition. Includes living apartments. Reasonable price. L. J. LUGSDIN, 79 Adelaide St. East, Toronto. (29)

FOR SALE—Retail hardware business, established 20 years ago by Geo. B. Morris and conducted by the present owners for the last 4 years. In connection with the winding up of the existing partnership, the business is offered as a going concern. Correspondence invited. McMillan Bros., Guelph. (25tf)

FOR SALE—In live central British Columbia town—fruit and vegetable growing district, getting better every year—a clean, well-kept hardware stock. Fine store, low rent. Plumbing and jobbing shop in connection. Stock about $13,000; net profits last year over $5,000. Proprietor has to give attention to other business. Favorable terms to right man. A splendid opportunity for energetic man who knows the business. Address Box 1008, HARDWARE AND METAL, Toronto. (29)

HARDWARE AND MACHINE BUSINESS FOR SALE in one of the best new towns in Southern Alberta; turnover for 1909, $30,000; stock $9,000. Will sell or rent buildings. Box 1006, HARDWARE AND METAL, Toronto. (32)

HARDWARE AND TIN BUSINESS FOR SALE—Ontario town. Attractive business centre. Always strong trade conditions. Stock $14,000. Turnover $45,000. Terms easy. Full money payment not required. Would consider competent and desirable man for partner. Apply Box 998, HARDWARE AND METAL. Toronto. (25tf)

PLUMBING and Tinsmithing business for sale in Quebec Province. Splendid opportunity for man speaking both French and English. Stock about two thousand dollars, consisting of stoves, ranges, paints and oils, galvanized iron, enamelware. Owner desires to retire from business. Box 1014, HARDWARE AND METAL, Toronto. (28)

FOR SALE

FOR SALE—Set second-hand tinner's tools, in good condition. JOHN DUFTY, Broadview, Sask. (31)

FOR SALE—An old established Hardware, Heating and Plumbing business in a city of nearly 100,000. Address Bruce, HARDWARE AND METAL, Toronto, Ont. (31)

HARDWARE, TINWARE, PLUMBING and coal business for sale. One of the best manufacturing and prosperous towns in Ontario. Fine premises, centrally located, for sale or rent. Stock about $7,000; turnover 1909, $21,000. Rate on dollar; easy terms. Must be sold owing to death of partner. Apply Weppler & Helwig, Hanover, Ont. (30)

FOR SALE—Balance of stock in whole or in part of established and going hardware business at Brampton, Ont., to wind up concern owing to death of proprietor. Included in above or sold separate are 32 boxes Canada Plates (half-and-half), 3 cases of iron 30x96 and 1 case 24x96. Apply Bright & Thayer, Brampton, Ont. (28)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

ANY MAN who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. In case of loss or delay prompt refund is arranged or new Order issued.

A BOON to every hardwareman. A perfectly reliable fountain pen is to be found in the Beaumel "Rival" Pen. Easy to fill, non-leakable, and writes with exceptional smoothness. Gold nibs of thicknesses to suit every style of handwriting. Guaranteed in every respect. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

DISPLAY YOUR GOODS to better advantage by using up-to-date fixtures. We are specialists in planning stores and offices. Get catalogue "J." which contains illustrations of many new features and several handsomely equipped stores and offices. Jones Bros. & Co.. Ltd., 30-32 Adelaide Street W., Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

ERRORS AVOIDED, LABOR SAVED—Using the Shouperior Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet, perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full inquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

IF YOU have been afflicted with one of those fountain pens that won't write when you want it to, or leaks when you don't want it to, give it away to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Co., Toronto, sole agents for Canada.

KAY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in Carpets, Rugs, Furniture, Draperies, Wall Papers and Pottery, with cash prices. Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

KEEP ACCOUNTS WITHOUT BOOK-KEEPING. Formerly accounting meant keeping books. Today you can keep accounts cheaper, better, quicker and more accurately by discarding all books and installing a McCaskey Account Register. Don't be skeptical—investigation costs nothing. Write to-day. Dominion Register Co., Ltd., 100 Spadina Ave., Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto. (tf)

SAVE 50% OF COST of handling merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelorete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WE ARE OFFERING A FEW SPECIAL BARGAINS in Remington and Smith Premier Typewriters. These are real bargains. The Monarch Typewriter Co., Ltd., 98 King Street West, Toronto.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Ltd., 33 John St., Hamilton, Ont. (tf)

WHEN buying bookcases insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU DON'T BUY a National Cash Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge St., Toronto.

PARTNER WANTED

DESIRABLE BRIGHT MAN, with experienced competency to enter as partner in one of the best, strongly established, happy going hardware and tin business institutions in Ontario. For interesting particulars apply J. M. ROBERTSON ESTATE, Tweed, Ont. (tf)

SITUATIONS WANTED

EXPERIENCED TRAVELER seeks re-engagement or would entertain responsible indoor position. A1 references. Box 1012, HARDWARE AND METAL, Toronto. (34)

HARDWARE CLERK with three years' good experience wants position. Good salesman and stock-keeper; good references. Apply P.O. Box 24, Crysler, Ont. (28)

TRAVELLER, A1 man well acquainted with hardwaremen throughout Ontario and now with prominent wholesalers is open to improve position. Box 1011 HARDWARE & METAL, Toronto. (28)

WANTED—Situation by energetic man of 38. Good buyer and salesman. Honest and reliable. Used to taking sole control of hardware department of large provincial store in England. J. Taylor, Willow Bunch, Sask. (27tf)

WANTED—Situation as hardware clerk. About one year's experience. References if required. Frank R. Maines, Tweed, Ont. (28)

SITUATIONS VACANT

FIRST-CLASS hardware man wanted at once in town of 8,000 in Ontario. Apply, stating salary and experience. Give references. Permanent position for right man. Box 1013, HARDWARE AND METAL, Toronto. (27)

WANTED—Smart, honest young man, with 2 or 3 years' experience at general hardware, for junior clerk. Send references to G. A. BINNS, Newmarket. (28)

WANTED—An A1 man to take charge of a well established Winnipeg hardware, plumbing and heating business. Good salary. Would prefer a man with from $1,000 to $2,000 to invest in business. This is a splendid opportunity for the right man. Box 7, HARDWARE AND METAL, 511 Union Bank Building, Winnipeg. (26tf)

WANTED a tinsmith for Western Town, steady job for good man. Apply Manitoba Hardware & Lumber Co., Minota, Man. (18tf)

WANTED—Energetic, up-to-date thoroughly posted hardware man for Manager Retail Department, general hardware, stoves, sporting goods, etc. by concern doing large general hardware, jobbing and mill supply business. Good position for the right man. Give experiences, references, age and salary expected. Address, Box 989, Hardware and Metal, Toronto. (19tf)

Trade News from the Atlantic to the Pacific

Sackville Business Men to Have a Merchants' Day — How London Merchants Meet Screen Window Competition—Novel Arrangement of Port Arthur Store — Window Demonstrations of Winnipeg

ST. JOHN.

July 6.—James Pender, president and general manager of the Pender Nail Works, of this city, appeared before the treasury board of the city council last week and asked that the company's taxes be fixed at this year's amount for ten years. He said the company were now taxed to the limit of their capitalization and if the amount were fixed at the same rate for the next ten years it would give them an opportunity to expand and enlarge their plant, so that they could engage in the export business with the West Indies and other places. The members of the board decided to confer with the board of trade before making a recommendation to the council in the matter.

The city council has awarded the contract for supplying 314 tons of cast iron pipe to the Stavely Coal & Iron Co., Chesterfield, Derbyshire, Eng. Their bid was as follows: 12 inch pipe, $27.15; 10 inch, $27.30; 8 inch, $28.10; 6 inch, $28.60. Others tenderers were: Cambden Iron Works, Singleton, Dunn & Co., Watson Jack & Co., D. Y. Stewart & Co., Stanton Iron Works, United States Cast Iron Pipe & Foundry Co., Vroom & Arnold, T. McAvity & Sons and W. H. Thorne & Co.

The merchants of Sackville will hold a "Merchants' Day" on Wednesday, July 20.

George McAvity, of T. McAvity & Sons, and W. H. Thorne, of W. H. Thorne & Co., hardware dealers, returned home this week after spending two weeks fishing at Bonaventure.

HAMILTON.

July 6.—Shareholders of the Hamilton Steel & Iron Company, at the annual meeting to-day almost unanimously ratified the terms of sale to the Canadian Steel Corporation. A. B. Mackay was the only dissenter, and he refrained from voting because he said he wanted more information. The old board was re-elected as follows, to serve until the merger takes over the company: C. H. Wilcox, president; Robert Hobson, vice-president and general manager; Geo. S. Lynch-Staunton, William Southam, C. E. Doolittle, E. B. Osler, W. D. Matthews, John Milne and H. H. Champ, directors.

In an automobile accident a few days ago, Miss Perkins, a cousin of Robert Hobson, general manager of the Hamilton Steel & Iron Co., was killed, while a daughter, Miss Dorothy Hobson, was seriously injured and is not yet out of danger.

LONDON.

July 6.—An odd situation exists in regard to screen windows, which are advertised by the Knox 5-10-15 cent store at 15 cents. A number of dealers carry this line, and when a customer comes around determined to have the Knox price met or refuse to do business, the hardware man says: "Yes, we have the 15-cent line; we carry them to compete with those advertised. But you don't want them. Take a look at them, and then at these 35-cent ones."

Quality sells window screens the same as anything else.

The head office staff of the McClary Manufacturing Co. held their annual picnic at Port Stanley last week. A special traction car chartered by Colonel Gartshore carried the party, numbering 40, to the grounds.

The Dennis Wire & Iron Works employes will run an excursion to Detroit on Saturday, July 16th.

W. C. Wood, for ten years manager of the Gurney-Oxford Stove Co. store here, has purchased the confectionery business conducted at 117 Dundas street by John Friend. Mr. Wood will continue, however, as manager of the Gurney store, 118 Dundas street.

PORT ARTHUR.

July 2.—The increase in the hardware business in Port Arthur is well demonstrated by the opening up of a new hardware firm under the name of Follis-Foote Company, who are at the present time having fitted up for their use the ground floors of a new stone front store on Cumberland Street, where they will carry a complete stock of hardware, stoves, etc.

One side of the store is fitted up with modern patented drawers, wooden ends and zinc sides, giving an economic construction and a very tidy and business-like appearance to that section, for storage of nails, bolts, screws, etc. The entrance to the store is about 12 feet back from the store front, affording a splendid window space immediately at the entrance of the store, and there will not be the usual hardware counters. It is the intention to have the front of the store kept as a general sample-room and sales-room, with one or two tables and chairs, which will afford a new method of receiving customers.

The hardware business generally continues very satisfactory in Port Arthur. Marks, Clevet, Dobie Co. have secured contracts running over $4,000 for the hardware trimmings in the new Prince Arthur Hotel being constructed by the Canadian Northern Railway, and they have almost completed a $5,000 roofing contract for one of the elevators, on which was used a special felt and gravel roof.

WINNIPEG.

A. E. Wyatt has added some unique and popular lines to his hardware stock and finds it always advantageous to be on the alert for good seasonable and salable lines. Hanging from the ceiling about the centre of the store, he has hung an oak finished lawn seat, which has capacity for two people. This seat may be hung on posts or a tree in the lawn, or on the verandah and is very attractive and is creating a lot of interest in the Wyatt store. A few days ago a blushing maiden of eighteen summers was in the store and suggested to Mr. Wyatt that he approach her mother to purchase the seat for her lawn.

Another article which Mr. Wyatt has recently stocked is an electric toaster which he displays on the front counter attached to the electric wiring. He keeps the article well polished and being attractive in appearance it never fails to get the attention of the visitor.

Mr. Wyatt does not believe altogether in the policy of keeping unseasonable goods out of view. At present there are many houses and apartment blocks being erected in the city and Mr. Wyatt is anxious to secure trade in the furnishing of these new homes. As a result he has displayed in the front of the store a wide range of metal fire place fixtures. They are all beautiful and many are brass. They are arranged one above the other on a high display board.

Window demonstrations have been very frequent in this city during the past few months. The idea is more or less contagious and three merchants on Main street and Portage avenue are at present conducting demonstrations in their windows. McDonald & Fleming are showing their No-Hone razor strop and an expert from the factory is interesting the large crowd that stands without.

A. E. Dykes, manager Ashdown wholesale hardware house is on a three weeks' inspection trip in the west.

The Kobold Tool & Cutlery Company, which has been recently organized here, expect to occupy their store premises in a few days. H. F. Waters, one of the partners in the company, is recovering from an accident which he received on the football field in which his collar-bone was broken.

Mr. Barnet, Renfrew, manufacturer Barnet refrigerator, arrived in the city last week to superintend the exhibit of his refrigerators at the Winnipeg exhibition.

In a recent issue of Hardware and Metal a mistake occurred in the Ontario news item column, in that Geo. McLaughlin was reported as manager of Caverhill, Learmont wholesale hardware company in Winnipeg. C. D. Meikle is manager of that company's branch in this city and Mr. McLaughlin, who was a clerk in Gerry Bros.' hardware store, Fort William, for the past eight years, has been engaged by Mr. Meikle to travel for his house in the west.

The Hardware Trade

is cordially invited to make our office their headquarters during Exhibition Week. We will be glad to show you our plant and assure you it will be of educational value to you and your clerks.

No opportunity should be overlooked in obtaining knowledge of the goods you sell.

G. F. Stephens & Co., Limited
176 Market Street East
Winnipeg, Canada
BRANCH AT CALGARY, ALTA.

FOR ONE CENT

Get a copy of our

New Catalogue No. 5

IT'S COMPLETE

A Postal Card will bring it.

We are the *only manufacturers* in the West of

Metal Shingles and Siding, Metal Ceilings and Walls, Corrugated Iron (Painted and Galvanized), Eavetrough, Conductor Pipe, etc.

Good Goods. Right Prices. Protection for the Dealer.

Winnipeg Ceiling and Roofing Company
WINNIPEG

Unlimited Results can be assured by the sale of Quality Heating Apparatus

There is no question about light weight, poorly proportioned, low grade heaters meeting the demand for low price, but not the quality consideration.

The average house owner looking for a heating apparatus is not posted as to furnace construction and unless the Heating Contractor takes the time to discuss thoroughly Furnace Quality he will consider only first cost, which should be secondary to—Fuel Cost, Heat Distribution and Durability.

Make it a point to talk "Quality" to your next prospect.

Pease Furnaces are constructed on the principle of "How Good."

Write for Catalogue.

Pease Foundry Co. Ltd.
TORONTO, ONT.

Pease-Waldon Co. Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve.

SITUATIONS VACANT.

WANTED—A traveler to represent a newly established Woodenware concern, selling their line to hardware and furniture dealers. Territory at present Province of Ontario. State experience, age and salary expected. Address, Box No. 1015, HARDWARE AND METAL, Toronto. (31)

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, July 7.—The whole western country has passed through a most critical period. For about ten days the thermometer was ranging from 90 to 100 degrees and all true westerners were eagerly watching for reports as to the effect of the heat upon the western grain crop. The basis of all classes of trade in this great country is very largely wheat, and anything that mars that golden prospect reacts most surely upon wholesaler, retailer and manufacturer. It is believed, however, that either the grain was too far advanced for the intense heat to parch, or else the long, cool, dewy nights counteracted the injurious work of the sun during the day. At any rate it is believed that a comparatively small area is injured in the least. Southern Manitoba and Saskatchewan suffered most and during the seige the retail hardware men in those districts were not selling many goods and travelers came away feeling very much discouraged.

At present it is cooler and general heavy rains fell recently and it is reported that on the whole the general output will be only slightly diminished. The pressure which has been put upon wholesale houses since the early spring has not been abated and they would be glad of a breathing spell. The rush for summer lines is still on and is combined with heavy orders for fall deliveries.

All builders' hardware has been advanced in price with special reference to lock sets. Harvest tools, threshers' supplies, metal roofing, have a good outlet, and prices are held strong on all these lines. The recently advanced price on nails is strongly maintained.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50 ; No. 1, $2.40 ; 2, $1.80 ; p.g. oak, $2.75.

Augur Bits—"Irwin" bits 47½; other lines, 75 per cent.

Bolts—Carriage ⅜ and smaller, 65 ; 7-16 and larger, 55 ; machine, ⅜ and under, 60 and 5 ; 7-16 and over, 55; machine set screws, 65 ; plough bolts ,50 ; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

Bar Iron—Bar iron, $2.50 ; Swedish iron, $4.75 ; sleigh shoe steel, $2.65 ; spring steel, $3.40 ; machinery steel, $3.50 ; tool steel, Black Diamond, 100 lbs., $8.50 ; Jessop, $13.

Blocks—Steel, 45 ; wood, 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 33½c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, $4; pressed standing seamed roofing, 28, painted, $3.20; galvanized, $4 ; 26, $3.55 and $4.35.

Canada Plates—Half polish, 6 and 7-inch, $3.15 ; 8-inch, $3.40 ; full polish, 6 and 7-inch, $3.90 ; 8-inch, $4.15.

Clevices—7½ cents per lb.

Enamelware—Canada, 50 ; Imperial, 60 ; Premier, 50 ; Colonial, 60 ; white, 70 and 10 ; diamond, 50 ; granite, 60 per cent.

Fittings — Wrought couplings, 60 ; nipples, 75 ; malleable fittings, 25 ; bushings and unions, 60.

Files—American, 75 ; Black Diamond, 60 ; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80 ; 18, $3.85 ; 20, $3.80 ; 22 and 24, $4 ; 26, $4.20 ; 28, $4.60 ; 30 gauge or 10¾-oz., $4.80 ; Queen's Head, 20, $4 ; 24, $4.20 ; 26, $4.60 ; 28, $4.80.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.65 ; No. 2 and larger, $4.40 ; snowshoes, No. 0 to No. 1, $4.90 ; No. 2 and larger, $4.65; steel, No. 0 to 1, $5 ; No. 2 and larger, $4.75 ; featherweight, $6.15.

Horse Nails—"M.R.M." cold process —No. 3, $4.30 ; 4, $3.80 ; 5, $3.55 ; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75 ; grass, $1.70.

Iron Washers—Full box, 45 p.c. ; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., $2.45 ; ⅜-in., $2.75 ; ½-in., $3.30 ; ¾-in., $4.10 ; 1-in., $5.80 ; 1¼-in., $8 ; 1½-in., $9.50 ; 2-in., $12.70 ; 2½-in., $20.80 ; 3-in., $27.40 ; 3½-in., $34.20 ; 4-in., $39; 4½-in., $43.50. Galvanized, ¼-in., $3.40 ; ⅜-in., $3.70 ; ½-in., $4 ; ¾-in., $5.25 ; 1-in., $7.60 ; 1¼-in., $10.35 ; 1½-in., $12.70 ; 2-in., $17.

Logging Chains—5-16, $6 ; ⅜, $5.50 j 7-16, $4.70.

Lanterns—Cold blast, per doz., $7 ; coppered, $9 ; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead pipe, $6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, ,8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c per lb.

Rope.—Sisal, 9½ ; pure manila, 11 ; British manila, 9¾ ; lath yarn, 9¼c.

Sheet Zinc.—Casks, $7.75 ; broken lots, $8.50.

Steel Squares.—45 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder.—21c per lb.

Screws—Flat head iron, 80, 10, 10 and 10 ; brass, 75 ; round head, iron 80 ; brass, 70 ; coach 67½ per cent.

Stove Pipes.—6-inch, $8.69 ; 7-inch, $9.31.

Terne Plates—I.C. plates, $8.50.

Tin Plates.—I.C. charcoal 20x28 full box, $9.25 ; ½ box, $4.87½ ; IX, full box, $11.25 ; ½ box, $5.87½ ; IXX., full box, $13.25 ; ½ box, $6.87½.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½ ; pieced, 30 ; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., $3.05 ; plain twist, $3.40 ; staples, $3.00 ; annealed wire, $3 base ; oiled, 10c extra ; bright iron, $3.20 base ; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, $3.50 ; No. 9, $3.10 ; No. 10, $3.60 ; No. 11, $3.70 ; No. 12, $3.30; No. 13, $3.40 ; No. 14, $4.25 ; No. 15, $4.75 ; No. 16, $5.

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers.—Royal Canadian, $38 ; new easy, $42.75.

Paints and Oils.

Retail dealers have stocked well with paints and oil goods, preparatory for a heavy rush and they are not disappointed. Just what the trade will be in a few weeks is difficult to discern, but conditions at present point to an enormous output before the close of the season. Ready-mixed paint is very popular and the demand is brisk for a wide range of colors. The paint and varnish trade alone indicates a perfectly normal industrial condition.

Linseed Oil—Last week's price in linseed oil of $1 and $1.03 for the boiled is maintained and it is not expected that further competition from the east will cause an immediate reduction. Eastern houses have all they can handle locally and as yet the western trade has not been disturbed. Western jobbers are keenly watching the Great Britain and eastern Canada market, and they were naturally interested in the recent strengthening of the linseed market in both centres. Prospects are bright for an excellent flax crop in the west this year.

Turpentine.—The 90 cent figure rules this week as it has without disturbance for many weeks in the past. Although the demand is good there is little hope for an advance.

White Lead.—Plenty of fair weather has induced increased outside painting and shipments are continually growing heavier. The price is $6 to $6.50 for the pure, according to the brand.

Paris Green.—Never before in the history of the trade has the demand been so urgent for Paris green. This goes to prove that there is considerable agricultural development and that the potato bugs is causing trouble. It is reported from crop centres that the bug is very bad this year. The pound package stocks are getting low.

Varnishes—The trade is heavy, but in tins only. There is little going out in bulk and the prices is held firm. It is noticed that only the better grades of varnishes are asked for.

Putty.—Jobbers would like to reap a greater profit on this article which is going out heavily at present. The old price of bladder in bbls. is maintained at $2.50, in kegs, $3 ; 100-lb. drums, $2.75.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 18c; Sunlight, 20c; Family Safety, 24c; Searchlight, 22c; Red Rose, 25½c; Keystone Special, 20c; Pemoline, in bulk, 19c; Silverlight, in bulk, 16c; Acme lamp, in bulk, 28c; White Rose, in bulk, 22c; National Light, in bulk, 21c; Engine Gasoline, 24-25c; White Lily, 26c; Royal, 24c.

ESTAB. 1818

ASK OUR PRICES FOR

PAINTS DRY COLOURS DISTEMPERS AND VARNISHES

WHY?

BECAUSE !!

WE ARE MAKERS OF NEARLY ONE HUNDRED YEARS EXPERIENCE AND KNOW THAT WE CAN COMPETE.

HOYLE ROBSON BARNETT & CO. LTD.

HEAD OFFICES
35 CLOSE, NEWCASTLE-ON-TYNE
ENGLAND.

CONTRACTORS TO H.M. ADMIRALTY & WAR OFFICE

1818 ESTAB.

Jardine Universal Ratchet Slamp Drill

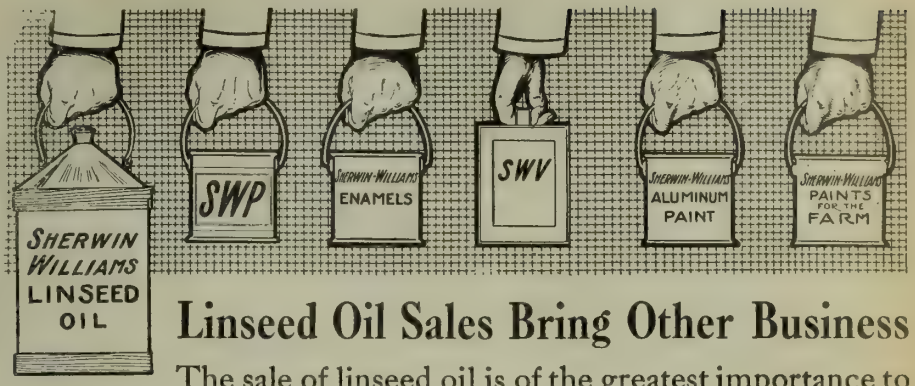
Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER . . . ONTARIO



Linseed Oil Sales Bring Other Business

The sale of linseed oil is of the greatest importance to the dealer, not entirely as a source of profit in itself, but because in filling orders for staples like this, you get people in the habit of coming to your store when they want other more profitable lines. It is well worth while to take care of this trade with the highest quality oil.

SHERWIN-WILLIAMS

SCREW PRESS LINSEED OIL

is as good oil as it is possible to produce. It is made by the "screw press process" which we control exclusively in Canada. It enables us to extract a better quality of oil from the seed than heretofore possible, because the oil is extracted at a lower temperature. Where the seed is highly heated, the albumen and mucilaginous matter are freed and get into the oil and are detrimental to it. Our process leaves this matter in the meal.

This oil will enable you to meet any competition and to give your trade better value. It will make business for you. If you have an oil trade, or there is a demand for linseed oil in your locality, write us today.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

CANADIAN HEADQUARTERS AND PLANT, 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C.

909

"The Western Stove Makers"

W. J. COPP SON & CO.

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.



CARR'S CREOSOTE SHINGLE STAIN

A Penetrating Preservative. Prolongs the life of shingles by retarding decay. A **STAIN,** not a paint—an artistic, durable and permanent finish which cannot be obtained by a liquid paint or so-called shingle stain.

SOLE AGENTS FOR **BRY9N'S BRUSHES**—THE BEST.

The Winnipeg Paint and Glass Co., Limited

EDMONTON WINNIPEG

THE CAGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

J. L. Nichols Co. will erect a $20,000 factory at Toronto.

The Massey-Harris Co., Toronto, will build an addition to cost $7,500.

The Beaver Co., of Buffalo, will build a Canadian branch factory at Ottawa.

The Canadian Railway Signal Co. are erecting $100,000 plant at Lachine, Que.

Mr. Watson, ex-alderman of Calgary states that in a few months work on a steel plant and rolling mill will be started in Calgary.

The Dominion Vault & Safe Co. will locate at Farnham, Que., where they will build a large foundry and will employ from 100 to 400 men.

The Penetanguishene ratepayers will vote on July 18 on a by-law to raise by way of debentures $25,000 for the establishing of a stove foundry.

Municipal Undertakings.

A new waterworks system will be installed shortly at St. Boniface, Man.

Tenders are being called by Yorkton, Sask., for the construction of sewage disposal works and sewers.

The John Galt Engineering Co. have charge of the installation of the waterworks system at Stettler, Alta.

The Dominion government has granted $20,000 towards the instalation of a sewerage system at Stewart, B.C.

The contract for supply of sewer pipe and junctions for Winnipeg has been awarded to W. F. Lee, Winnipeg, for $20,120.25.

Macdougall & Co., of Vancouver, have been awarded a contract for the construction of $50,000 worth of sewers at Nanaimo, B.C.

The contract for the sewer and water extensions at Strathcona, Alta., for this year wgs given to Hulbert & Wilson at $13,847.95.

A. Leofred, C.E., has closed a contract with the Chaudiere Curve, Que., town council for a waterworks plant to cost when completed, $250,000.

Tenders address to G. R. Geary, chairman Toronto Board of Control, will be received until July 26, for construction of section No. 6, high level intercepting sewer.

Public Buildings.

The public school at Renfrew will be remodelled.

The G. T. R. Railway Co. intends building a large hotel at Vancouver.

Extensive alterations will be made to the Alexandra Hospital at Rosthern, Sask.

A new poultry building to cost $36,000 will be erected at the Toronto Exhibition.

The Princeton, B.C., hospital board have decided to call for tenders for their new hospital.

It is stated that J. H. Rudy is preparing plans for the new theatre at Edmonton which will cost about $70,000.

Plans for the post office enlargement at Goderich have been prepared and tenders will likely be called for in a few weeks.

The following by-laws were carried at Edmonton: $175,000 for new public hospital, $75,000 for exhibition grounds, $25,000 for library site.

Tenders addressed to J. R. Campbell, secretary Eganville, Ont., Public School Board, will be received until July 15, for the erection of an 8-room school.

Tenders addressed to R. C. Desrochers, assistant secretary, Department of Public Works, Ottawa, will be received until July 13 for the construction of post office, at Elora, Ont.

The contracts for the new Separate school, Brantford, were awarded as follows: Building and construction, J. C. O'Neil, $15,900; heating and plumbing, Howie & Feely, $3,880; electric wiring, Lyons Electric Co., $185.

General Building.

The Traders Bank will erect a new building at Vars, Ont.

The Standard Bank will build two new branches at Toronto to cost $17,500.

The Bank of Commerce will build a new office building at Fort William to cost $60,000.

George Marcil, ex-mayor af Notre Dame de Grace, Que., will build a $25,000 residence at that place.

J. H. Pollock will erect a $30,000 block at Winnipeg, which will be used for a billiard room, bowling alleys and baths.

Railway Development.

The contract for the construction of the main line of the Canadian Northern railway from Edmonton to the Yellowhead Pass has been awarded to McMillan Bros.

A branch from Duncan, B.C. to Cowichan lake will be erected by the E. & N. Railroad, to connect the $750,000 lumber mill, which is to be erected on tidewater.

The Dominion government has decided to go ahead with the construction of the Hudson Bay railway. At the recent session an appropriation of $300,000 for construction purposes went through, and since then the plans and specifications have been in preparation for the section of the line on which surveys were completed. Tenders are to be called for at once.

The Toronto, Niagara and Western Ry. Co. have filed with the Hamilton city clerk a revised plan of a proposed route between Burlington and Hamilton. The new plan shows the road being built on the north shore of the bay, close to the water's edge. Instead of following the shore line at the end of the bay, the Government proposes to make a short cut by building a bridge half a mile long and tunnelling under the G. T. R. tracks.

The Canadian Pacific railway between Phoenix and Eholt, B.C., is now the scene of great activity, the grading and laying of new track having been commenced in earnest. Over one hundred men are employed. The entire ten miles of track is being raised from eight to ten inches, the material for grading and ballasting being brought from a gravel pit, one mile west of Eholt on the Greenwood road. The old steel is being replaced by new 80-pound rails and the new work is expected to cost upwards of $20,000.

A contract between the Nova Scotia Government and the Halifax and Eastern Railway Co. was signed recently for the building of 204 miles of railroad from Halifax to Guysboro, with a branch across the province from New Glasgow to Country Harbor, on the Atlantic seaboard. The enterprise has been promoted by J. B. Bartram, of Toronto, and the company is composed chiefly of London capitalists. The road will be completed within three years. It has subsidies from the provincial and Dominion governments of $12,800 a mile.

New Companies.

The International Flax Fibre and twine Co., Montreal; capital, $25,000; to manufacture and sell cordage, rope and binder twine. Incorporators, R. C. Smith, F. H. Markey, W. G. Pugsley, Montreal.

IRON ORE IN NORTHERN ONTARIO.

Considerable interest is taken in the reports about the iron ore deposits at Grand Rapids, on the Mattagami River. The Mattagami is a tributary of the Moose River, the trunk stream draining the northern part of Algoma district into James Bay. From Moose Factory, which stands at the point of the Moose River's discharge into James Bay, the ore deposits are about 60 miles south. They are about 100 miles north of the National Transcontinental Railway and west of Cochrane on the Temiskaming & Northern Ontario Railway, which will eventually be extended to James Bay.

The iron ore deposits at Grand Rapids were not previously unknown. They were discovered in 1875 by Dr. Robert Bell of the Canadian Geological Survey, and were again brought to notice in 1903 as a consequence of explorations made by a party sent out by the Ontario Bureau of Mines. The bureau's report for 1904 contains a description of the deposits, whose contents are classed as of the limonite variety of ore. The ore body is very large, and the metallic iron found in some cases is as much as 60 per cent., phosphorus being present to the extent of about 0.08 per cent. Parties who have been up in the field staking claims this spring bring back very optimistic accounts of the quantity of ore in sight and the quality of it, and they incline to the opinion that the ore is brown hematite. They say that no other known ore body in Canada is to be compared with this one in economic importance. If the ore is as good and plentiful as official and private reports agree in representing it to be, the railway is almost certain to be pushed on to the place at which it is located.

Anvils and Vises
Machinery Steel
Wire Rope

IN STOCK

A. C. LESLIE & CO., LIMITED
MONTREAL

NICKEL
The Canadian Copper Co.

NICKEL FOR NICKEL STEEL
The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL



IVER JOHNSON
SAFETY AUTOMATIC REVOLVER

The equipment throughout with wire springs makes the New Iver Johnson the most durable, the smoothest and sharpest in action and the most dependable revolver. The New Model Iver Johnson is the only revolver equipped entirely with permanent tension wire springs—the type of spring employed by the U.S. government in its rifles wherever they can be used. The simple, but trustworthy

"HAMMER THE HAMMER"

Safety Lifter in 2,000,000 Iver Johnson revolvers sold during the past 16 years, has proved that the only way an Iver Johnson can be discharged is to pull the trigger.

Iver Johnsons Sell Quickly

and dealers find them both profitable to themselves and pleasing to the purchaser

Send for Catalogue and Dealers' Proposition



and learn the many ways in which we are helping all our dealers push sales

IVER JOHNSON'S ARMS & CYCLE WORKS

Makers of Iver Johnson Single Barrel Shot Guns and Iver Johnson Truss Bridge Bicycles.
Factory and General Sales Office: 330 RIVER STREET, FITCHBURG, MASS.
New York: 99 Chambers Street
Pacific Coast Representatives: Phil. B. Bekeart Co., San Francisco, Cal.



Health Side of the Heating Problem

E. R. Pritchard, Secretary of the Chicago Department of Health, Makes Some Practical Suggestions for Heating Engineers and Manufacturers of Heating Goods to Consider.

We live in an ocean of air. We all need it, whether sick or well, and the more sick we are, the more fresh air we should have. The average adult person will actually consume approximately 2,800 gal. of air every 24 hours, while for both food and drink the needed quantity will not exceed 1 gal. Also, a man may live 3 days without water, 3 weeks without food and 3 min. without air. These examples give us a very definite idea as to the relative importance of air and that of food and drink, as agencies for sustaining life and vigor.

The victims of the Cherry mine disaster did not perish from starvation. If only their supply of God's fresh air had not been cut off they could all have lived until their rescuers reached them.

In supplying fresh air to indoor occupants, two methods are employed; natural and artificial. The eminent Doctor Parks tells us that it is a law of Nature that air is always in motion, and that what we call dead air is actually moving at the rate of from 1 to 1½ miles per hour. He also tells us that because this is true, in most cases, and especially in dwelling houses, we have only to raise our windows from the bottom and lower them a little from the top, and the process of ventilation will go on without our thought or care.

Death Rate Higher in Winter.

But there are times when people on account of discomfort shut up their homes and refuse to employ this natural method of ventilation, and because this is true, they breathe impure air; and during all the cold weather months we have a steadily increasing death rate from the bad air diseases, namely, bronchitis, pneumonia and consumption. Especially is this true in Chicago, where so large a percentage of the population is living in steam heated tunnels, called by courtesy, flats or apartments.

In fact, so marked has been the increase of the death rate from pneumonia and the bad-air diseases in Chicago during the past 10 years that we have named pneumonia as the new captain of the men of death, and we have come to regard the steam-heated flat with its dry and over-heated atmosphere a serious menace to public health. It was the discovery of the indoor conditions under which so many people in Chicago were living that prompted the Department of Health to start the campaign for fresh air, which it is still waging with all the forces it can command.

What Mortality Figures Show.

We have also found by a careful study of the mortality figures of Chicago for the past 50 years, that there has been a steadily diminishing death rate from all the preventable diseases, except the bad-air diseases. This means that of the diseases amenable to sanitary administration, yellow fever, cholera, small pox, typhoid fever and diphtheria have been brought largely under control, and the death rates therefrom materially reduced; and that while we have been paying a great deal of attention to sanitation and spending vast sums of money for better water supply, better sewage disposal, better food inspection, etc., we have been neglecting the all-important matter of our air supply.

And now I come to a matter of vital importance in connection with the heating of our homes, and that is the lack of humidity. Government experts tell us that the indoor air of American homes is 44 per cent. dryer than it should be, which means that it is 44 per cent. dryer than the dryest climate on earth, and it is in the steam-heated flats or apartments that the most excessive dryness of the air, and which is so dangerous to health, is found. In the old days of the coal range in the kitchen, with a vessel of water generally simmering over the fire; or with the hot-air furnace in the basement, with its vapor pan carefully looked after, the indoor air of many of our homes was by no means as dry and dirty as it is in the average steam-heated flat of to-day.

As a result of our making public the dangerous conditions of Chicago's indoor air, several inventive geniuses came promptly to the front with devices for humidifying the air in steam-heated apartments. Perhaps one of the simplest and most effective of these was a thin, deep, sheet iron tank to be attached to the radiators and filled with water, in which is suspended a towel which takes up the water, by absorption as the wick in a lamp does the oil, and thus distributes moisture into the air. The inventor of the machine, however, evidently built it by the old rule of thumb, as he does not tell us how many square inches of toweling are needed to absorb moisture enough to properly humidify the air in a room containing any number of cubic feet air space.

Thermometer vs. Hygrometer.

Most people attach a great deal of importance to the thermometer, when as a matter of fact it is only interesting. The important instrument to have in the home, shop or store, is the hygrometer, for with it the amount of humidity in the air can easily be determined.

This, I believe, brings me to the points I have had in mind from the outset. Let me put them in postulate form:

First: The proper heating and ventilating of our homes are inseparable and interdependent problems, and should be so considered by architects and builders alike.

Second: That the proper humidification of artificially-warmed air should be a working part of the heating system that warms the air, and so far as is practicable should be automatic in its working and require a minimum amount of attention.

Now, I am going to add by way of detail that both the processes of ventilation and humidification are of vital importance to those who make and sell heating plants. For on the proper ventilation of the dwelling house, we will say, and on the proper humidification of its indoor air, depend, in a large degree, both the efficient and economical operation of the plant itself. And both processes should be automatic and continuous in their operation, or as I stated a moment ago, as nearly so as is practically possible. What makes this so, is that these are matters people are prone to neglect. A dozen or twenty people will sit in a room contentedly breathing the same air over and over again without a thought as to its dangerous, even deadly character.

So, it looks to me as though it is up to builders, architects and those furnishing heat-supply to see to it that people get good air, whether they want it or not.

Before an audience of experts it is hardly necessary for me to take up your time discussing the details of the economy side of ventilation and humidification, as applied to heating plants. You know that with the proper degree of humidity a room will be more comfortable at 68 degrees F. than it will at 72 degrees, or even 74 degrees, with an exceedingly dry atmosphere. You also know that it will make an appreciable difference in the coal bills for an eight or ten-room house.

So, too, if the processes of ventilation are properly carried on, there need not be the waste of warm air that costs money to produce that there necessarily must be when the fresh air supply is otherwise obtained.

I have no idea how far or to what extent these suggestions I am making are likely to meet with your approval. I must ask you to bear in mind, however, that I am not talking as an expert on furnace construction. I am speaking solely from the health standpoint. What I am trying to impress is that modern mechanical skill should devise methods of heating which do not convert our domiciles into disease-breeding death traps.

DOMINION WIRE CO. IN MERGER.

Robert Hobson, general manager of The Steel Company of Canada is authority for the statement that a majority of the stock of the Dominion Wire Mfg. Co., Montreal, had been acquired by the merger.

No decision has been arrived at as yet with regard to the establishment of a rod mill in Ontario.



No. 18

WHAT PARIS GREEN IS.

A subscriber of Hardware and Metal writes in asking the three following question: What is pure Paris green made of? Is there any adulterated Paris green on the market? Does Paris green deteriorate; if so, how long will it keep good?

As merchants are handling this insecticide in increasing bulk every year these questions are well worth dealing with in this column. A salesman's arguments are always more convincing when he knows something about the product he is selling, and in many cases there is a very vague idea as to the principal constituents of Paris green.

The two great constituents of Paris green are sulphate of copper and white arsenic, and when the two are chemically treated they form a green powder composed of 50 per cent. of arsenious acid, and 30 per cent. oxide of copper. This is the Government standard, and the leading makers never allow their product to fall below this. In fact they have strengthened this combination as far as possible in order to deal more effectively with various parasites, especially the potato bug which causes so much trouble to farmers and fruit growers.

In regard to adulteration. At one time the Canadian market was flooded with foreign Paris green which was largely adulterated with Barytes. As this was a great fraud on the users of the article, the Government took action when the matter was brought to their notice, and placed Paris green under the Adulteration of Foods and Drugs Act. As a result the country was soon cleared of the adulterated stuff, and very little impure Paris green has been seen in Canada for some time. All the same merchants are safest when they buy from reputable manufacturers. They know then for certain that they have the purest article and prepared with the greatest care. The effectiveness of the product depends upon this care in manufacture. Paris green can be tested in liquid ammonia. It dissolves clearly in this, and if there are any impurities they will appear in the form of a sediment.

With regard to the third question Paris green being a definite chemical compound will not deteriorate with age, no matter how long it is kept, but it is advisable to keep it in a dry place and covered up. Moisture does not alter it chemically, but as it is liable to make it lumpy, the article is more difficult to handle by users.

The way Paris green is now packed by the manufacturer in small tins or cartons makes it a very convenient line to handle, while its wonderful powers

ELASTILITE

"No Varnish Like It"

ELASTILITE certainly is **the** all-purpose Varnish—it's made for people who want a good Varnish at short notice, for any kind of work, inside or out. Flows freely—brushes easily—dries well—is extremely durable—has a beautiful finish that stays right on the job from first to last.

Specially good for Hospital, Institution and other high-class trade.

Your trade will appreciate ELASTILITE—"good for good jobs—not bad for the other kind."

Write for price list and special proposition.

Imperial Varnish and Color Co., LIMITED

Morse Street - TORONTO

Stocks at 108 Princess Street, Winnipeg and 550 Beatty Street, Vancouver.

WROUGHT PIPE

Black and Galvanized

M.R.M. brand Pipe is made from the best material that can be bought for the purpose.

Each process of manufacture is carefully watched and every length of pipe tested before it leaves our works.

All Bundles Tagged M.R.M. CO. With Our Trade-Mark

THE MONTREAL ROLLING MILLS CO.

MONTREAL

as an insecticide are rapidly being recognized by farmers and fruit growers. As we have pointed out before the merchant must let his community know that he is carrying Paris green, and tell probable users what it will accomplish. All information and advertising matter necessary can be obtained from the manufacturers. No matter how valuable a product may be it cannot sell itself. The merchant must co-operate.

PAINT AND OIL MARKETS

MONTREAL.

July 8.—The demand for all lines keeps up wonderfully well, and manufacturers and jobbers are feeling very satisfied, Generally about this time the summer dullness is beginning to be felt, but up to now no very marked slackening off is noticed. This is probably not only due to the bad start that the painting season had, but also to the great development in the popularity of painting throughout the country.

Dealers are keeping their stocks well assorted but on the light side. Manufacturers have the situation well in hand, and can ship promptly so that there is no need to order much ahead, unless one is of a speculative kind. Linseed for the time being is quiet again. The markets are stiff, but there is no change in any line. The general tone is good, and season has fulfilled all expectations.

Turpentine.—With the advance last week turpentine has remained steady. The demand is good, and stocks in dealers' hands are not heavy. There is however plenty of turpentine on the market. We quote 82c.

Linseed Oil.—There has been no advance on last week, but the market is very firm. The demand is very good although the individual orders are on the light side. Buyers are very chary of the market, but the good business conditions all the way round call for a steady demand. We quote 86c for raw and 89c for boiled.

White Lead.—The demand, despite the hot weather, keeps up well in the aggregate. Stocks are nothing like so heavy as they were. Prices are on the firm side, and unchanged. We quote: $5.50 to $6, according to brand, and No. 1, $4.50 to $5.50, f.o.b. Montreal.

Red Lead.—There is a fair demand with stocks on the disappearing side. Good round lots are going by the boats. The market is unchanged and we quote: Genuine red lead in casks, $4.75, in 100-lb. kegs $5.25; less quantities at $6.25 per 100 lbs.; No. 1 red lead, casks, $4.25; kegs, $4.75, and small quantities, $5.75.

Paris Green.—The demand has been very active, almost unusually so. The one pound packages are so handy that farmers are using Paris green in greater quantities than ever. There is no changes in prices.

Varnishes—Varnishes continue in very strong call. Large and small consumers are apparently buying well, and both the barrels and tins are moving out quickly. Furniture, carriage, implement and household lines are all prominent.

Putty.—Putty continues to sell well, and like the other lines is firm and unchanged. We quote: 100-lb. drums, $2.45; bladders, in barrels, $2.70.

TORONTO.

July 7.—Paint trading while at present satisfactory, is beginning to show the effect of the holiday season. Most of the houses report a slight easing off in demand. Ready mixed paints are pretty active still, but there is no steadiness to the sales of turpentine or linseed oil.

Turpentine has advanced between four and five cents, but oil remains at last week's figures, with the market fluctuating. There is a big and somewhat unexpected late call for Paris green, due to the exceedingly dry and hot weather at present prevailing, and this has had the effect of greatly strengthening prices. In some cases quotations are withdrawn.

Prices of other paint commodities are unchanged. The price of rosin, taking the medium grades, is now $1.40 per barrel higher than it was a year ago the last of June.

Turpentine.—In spirits of turpentine and rosin the unexpected has happened. Instead of prices receding at Savannah and Jacksonville in the past week there has been a steady advance in the case of turpentine from 3 to 3½ cents per wine measure and the price is now from 5 to 7 cents higher than was anticipated would be the case a month ago. Supplies coming forward are picked up as soon as they arrive at the shipping points. Reports from Savannah in regard to turpentine say: "This is the first time in the history of the trade that July has ever opened with turpentine at as high a price as it was on the 1st, and that a new summer record is accordingly established." Report further says that the demand is absorbing the receipts, and buyers are not in a position to accumulate any stocks above their current and future necessities. The local market has greatly strengthened, too, and prices are from 4 to 5 cents higher than last week. There is a range of prices, but the lowest obtainable is 85 cents for single barrels as compared with 80 cents a week ago. Other quotations, and these include the majority of houses, run up to 87 cents.

Linseed Oil.—Quotations for linseed oil from Great Britain are fairly steady with a firm price for seed from the East Indies, indicating that oil cannot be produced in England profitably at present prices. In the statements that have been made from the western provinces in regard to the crop prospects since the dry season has set in it is probable that the flaxseed crop will be much less than was anticipated, which will tend to keep the price of



GOLD MEDAL

Inside and Outside Varnish

is a highly popular Brandram-Henderson specialty. It is used for:—

Front doors and outer vestibules.
Porches and galleries.
Bathroom woodwork.

It is smooth-flowing and easily applied, gives a handsome, durable finish and resists the effects of variable temperature and moisture. It never fails to please.

GOLD MEDAL is one of three specialties exactly supplementing one another:—the other two being Dependon Light Hard Oil Finish and Everlastic Quick Drying Floor Varnish.

Drop us a post-card to-day for prices and varnish pointers of interest.

Brandram-Henderson Limited

Montreal Halifax
St. John Toronto
Winnipeg

Strictly on the Square



It's the "square deal" that counts in building business and holding trade.

It's the square deal in full weight, honest measure and genuine quality that makes the pleased purchaser.

It's the square deal by the manufacturer in backing up dealers by maintaining advertised standards of purity and excellence that guarantees profit to the trade.

Martin-Senour Paint

100 Per Cent Pure

has never yet failed to give a square deal to purveyor, purchaser or painter, and there never was a time when the dealer could not sell it with an absolute certainty that his customer would be pleased.

The **Martin-Senour Line** is a safe proposition for any dealer.

For farm, factory, school, store or home, for the more delicate decorative uses or the most exposed, weather-worn places. The Martin-Senour Line has a paint for every purpose and one that will give satisfaction and stay put.

That's why the dealer who handles our line has an unlimited field and a constantly increasing market. Write today for details of our money-making plan.

THE MARTIN-SENOUR COMPANY, Limited

Chicago — Pioneers Pure Paint — Montreal

The Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

The Maritime Paint & Varnish Co., Ltd.
HALIFAX, N. S.

SANI-FLAT

Are you handling "SANI-FLAT," the durable Oil Paint, that produces a dead flat finish, smooth and soft as velvet? Covers perfectly, is easy to apply, is sanitary and unfading, very durable and economical.

Made in white and 12 colors. A line that will prove a very popular one in your paint department. Send for color card and prices.

BENJAMIN MOORE & COMPANY

LIMITED

West Toronto

New York — Chicago — Cleveland

flaxseed in Canada and at Chicago at the present high figure much later in the season than otherwise might have been expected. There is said to be 25 per cent. greater acreage under flax cultivation this season than was the case last year. Quotations locally remain at last week's figures, ranging from 85c to 89c per gallon for raw oil in single barrels, and 88c to 92c for like quantities of boiled oil.

Paris Green.—The hot dry weather which the province has been experiencing these past three weeks, has been provocative of much unexpected buying of Paris green. The market is accordingly very firm and in a couple of cases quotations have been withdrawn. The lowest prices obtainable for ordinary lots are for 50 and 100-lb. drums, 19¼c, 1-lb. packets in cases of 100, 21¼c; and 1-lb. tins in cases of 100, 22¼c.

White Lead.—The situation is unchanged from a week ago. The movement is steady, though a little on the off side. Prices run from $5.65 to $7.15 for small lots of pure; and $5.25 to $5.65 for No. 1.

Red Lead—Trading has been fairly good throughout the week, though nothing great to boast about. Quotations remain at $4.25 to $4.75 for cask lots.

Glass and Putty.—There is nothing new to report in either of these lines. The big demand has not begun for putty as yet; and glass importations are yet a little slack. Stocks are none too great. Prices hold as usual.

Petroleum.—Benzine at 15c is selling splendidly, and there is an increasing demand for gasoline. Coal oil, too, is moving freely. Prices are unchanged.

MORE ABOUT COSTS.

Editor Hardware and Metal,—Noting the article in last week's issue of Hardware and Metal, written by Mr. Evans, taking exception to our statement showing the relative increase of Foodstuffs, as compared to the advance in mixed paint, I wonder if our critic is laboring under the impression that paint grinders look to speculators and Board of Trade operators for the distribution of their wares.

In compiling our statement we did so with no thought or intent to vilify or antagonize dealer, firm or corporation.

Omitting all mention as to figures shown for labor, we have just a word to say regarding the price of commodities shown in this much discussed statement. We "stand pat" for the reason that our figures were not taken from Board of Trade statistics; further, we know positively that our circular ne h er expressed nor implied that they were secured from that source, but they actually represented what the farmer was paid for his crop.

The farmers as a class are better fixed financially than any other class of people in the country. The improvement in the character and quality of farm buildings and conveniences during the last few years has been more marked than is shown among any other class of buildings. While we are not a direct-to-the consumer house, nevertheless we are not so blind to the interest of our dealers as to overlook the fact that this thrifty farming element is planning eight now to do building. repairing and painting, therefore is it not "clean competition" to put forth an educational effort to gain that interest, especially when backed by the right goods and right prices?

Referring to the lavish supplies that Mother-earth has been quoted as willing to yield without much effort—happily our antecedents do not date back to the landing of the Puritans in the Mayflower, nor has our imagination tricked us into believing that we can, by using a bean-blower, rouse big game from the brush pile back of the barn, or land salmon trout or tarpon from the mill pond.

B. C. HASLETT,
Adv. Man. The Martin-Senour Co.
Chicago, July 2.

FACTS ABOUT VARNISH.

Varnish is such a peculiar commodity, that no one can be absolutely certain by its appearance or odor just exactly how it will turn out on the completed job. There are so many chances and opportunities for adulterations and cheapening, that the painter can never be sure of the best results, unless he knows the reputation of the maker.

Most of the cheaper varnishes are adulterated with rosin, which is used in place of varnish gums. This material may be in the varnish without any trace of the same being apparent in appearance or odor. If a fine turpentine is used, it may have the same odor, as some of the very finest varnishes, but after they have been applied for some time, the results show the evidence of the cheap ingredients. Some varnishes made with cheap ingredients in the manner above described will actually work and flow out as evenly as the most expensive, and the job may look as good when completed, but a very short time will show that its wearing qualities cannot be depended upon. The sun easily affects and softens the rosin in such a varnish, and a slight amount of water will turn it white. Then too, after a short time such a varnish will become exceedingly brittle and chip off.

It is a good rule for every painter to lay down, that when he wants a job where his reputation is at stake, and a job that can be depended upon, there is only one thing to do, and that is to buy a recognized trade-marked piece of goods, made by a responsible manufacturer. The better the varnish is known, and the more it is used, the better is his assurance of an absolutely first-class job, always remembering of course, that a great deal depends upon the proper use in the application of the varnish by the painter.—Varnish Talks.

COPPER ROOFING.

Zinc has become unfitted for use on city roofs, on account of the increase of sulphuric acid in the air. Copper is costly, but a Berlin chemist has shown that it lasts eleven times as long as zinc in an acid-laden atmosphere, and its wasting is not only slow but even, instead of in spots, soon causing leaks. Lead, not much more expensive in thin sheets than zinc, is recommended as a metal enduring air exposure a long time.—Science Siftings.



"Closely Related"

The Varnishes and Japans of the Canada Paint Co., are closely related. They are made in our Toronto factory, which occupies a space of over two acres.

The world's markets are ransacked for clear, bright gums of the highest grade, and the quality of the C. P. Co.'s Varnishes stands out pre-eminently as the best that can possibly be made.

Prompt shipments from our works in Montreal, Toronto or Winnipeg.

THE CANADA PAINT COMPANY LTD

Paint for the Roof



Every farmer and householder wants paint for the roof.

No dealer running a paint shop should neglect this good paying end of the business.

Here is a paint for instance that you can sell for **$1.00** per gallon, and make a profit. It is called

Ramsay's Outside Paints

It is used for the farmer's barn, the roof, the fences, and all kinds of cheap and rough painting. We sell tons and tons of it. You should have your share. It is nicely put up in quarts, half gallons, and gallons. We have handsome color cards to show you.

A. RAMSAY & SON CO.
Estd. 1842 — The Paint Makers
MONTREAL

PAINT THAT PAYS

There's just one paint that you can handle which never fails to satisfy—

NEW ERA PAINT

"New Era" Paint pays you handsomely in the excellent profit it leaves, and it pays your customer to use "New Era" because it covers more surface, lasts longer and holds its color better than any other prepared paint.

WRITE FOR PRICES.

Standard Paint & Varnish Works Co. LIMITED
WINDSOR, ONT.

Let Us Tell You All About

RUBEROID

TRADE MARK REG.

Roofing

Everybody who lives in a house ought to know how to tell the difference between good and bad roofing. That is why we have printed two instructive books on roofing for distribution among house-owners.

These two books—**"All About Roofing,"** and **"The Ruberoid Album"**—will be sent free to any of your customers.

They tell about the various kinds of roofs; why some roofs last longer than others, and need less repairs, and what good roofing ought to cost.

Make up a list of possible buyers of "Ruberoid" Roofing and we will mail the books for you.

THE STANDARD PAINT COMPANY OF CANADA, Limited
286 St. James Street, : : : : : MONTREAL

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to saves him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

TRADE MARK
LACQUERET
HOUSEHOLD LACQUER
—THE BRIGHTENER OF THE HOME

proves a very ready seller because it has so many uses in the house. It acts like magic in beautifying and preserving old furniture and dingy woodwork, and is an established favorite with the careful housewife.

Here are a few of its features :

It dries hard and remains hard over night. Colours do not fade. Anyone can apply it Thoroughly sanitary. Wears remarkably.

Get the good-will of the women by recommending LACQUERET.



INTERNATIONAL VARNISH CO.
LIMITED
(Canadian Factory of Standard Varnish Works)
Toronto and Winnipeg
New York Chicago London Berlin Brussels
N.B.—All goods are sold in Imperial Measure Packages.

THE
Dougall Varnish Co.
LIMITED
Montreal : : Canada

VARNISHES
OF FINEST QUALITY
FOR

RAILWAYS	PIANOS	CARRIAGES
BUILDINGS	FURNITURE	WAGGONS

ALSO

LINGERWETT
Varnish and Paint
REMOVER

Associated with Murphy Varnish Co., U.S.A.

Turn Your Losses Into Profits



Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog 15. Write to-day.

S. F. Bowser & Co., Limited
66-68 Fraser Ave. - TORONTO

If you have an old Bowser and Want a new one, write for our liberal exchange offer.

JAP-A-LAC

A HIGH GRADE

VARNISH AND STAIN COMBINED

To the Hardware Trade in Canada—

We wish to announce that we have completed arrangements to manufacture all of our products in Canada, having established a complete and fully equipped Varnish Manufactory at Toronto.

The large demand for JAP-A-LAC and GLIDDEN'S GREEN LABEL VARNISHES for architectural and general use, due to our extensive advertising campaign in Magazines published in the United States, will be largely increased by our advertising campaign to the consumer in Canada.

We intend to make JAP-A-LAC a household word in Canada, just as it is now in the United States, and it is to the interest of every dealer in paints to carry a stock to supply the demand we have created, and will continue to maintain.

The quality of our goods is of the highest. Our experience of nearly forty years is back of every gallon we manufacture, and our experienced corps of chemists and varnish makers have personal supervision over all our products.

Our discounts to the trade are liberal, thus insuring a satisfactory profit to the dealers who co-operate with us to reap the benefit of our extensive advertising.

We solicit your inquiry regarding our proposition, which is the most attractive ever offered to the dealer.

THE GLIDDEN VARNISH COMPANY

Toronto, Ontario

Glidden

Paint and Varnish Removers.

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those coverad by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	Name of Brand.
The Sherwin-Williams Co., Montreal, Canada.	**"Taxite"**
International Varnish Co, Ltd., Toronto, Canada	**"Klensa"**
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada	**"Expedite"**
British American Paint Co., Victoria, B.C.	**"Bapco"**
Mount Royal Color and Varnish Co., Montreal, Canada	**"Scrape-off"**
James Robertson Co., Ltd., Toronto, Canada	**"Robertson's Paint and Varnish Remover"**
Sanderson Pearoy Co, Ltd., Toronto, Canada	**"Devolite"**
Stewart & Wood, Toronto, Canada	**"Solvo"**
Martin-Senour Company, Ltd., Montreal, Canada	**"Martin-Senour Paint and Varnish Remover"**

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y.

It's a Matter of Profit

Every one of the various products of TWENTY British makers whom we represent will prove a MONEY MAKER for the wideawake dealer.

OUR GRIP HOLDER FOR GAS OR ELECTRIC SHADES sells itself. We claim there is no other holder which requires no screws, no attachments, but itself. IT IS INVERTED, OF COURSE, AS THESE ARE THE LATEST THINGS IN GRIP HOLDERS.

PLEASURE TO EXPLAIN IT TO YOU. No order too large and none too small.

OUR PATENT SOLDERING IRON saves labor, time and trouble, and is just the thing that will attract business in your neighborhood.

IT WILL PAY you to investigate our fine British paints.

WE represent the TITANIC PAINT CO., of Birmingham, Eng. Their sample card will interest any live merchant. Write for particulars.

RANDALL BROS., of London, have an enamel paint that has never been even approached in the CANADIAN MARKET. Let us demonstrate its merit. Our BOOKLET is convincing. All new and interesting.

Don't buy SANITARY FITTINGS before consulting us; we have cast iron WATER PIPES by WATSON GOW, of Glasgow; roofing, glazed wall tiles and external terra cotta, stable fittings. OUR PATENT CHIMNEY POT ABSOLUTELY PREVENTS DOWN DRAFT. It is in use on the GOVERNMENT BUILDINGS at Ottawa, and on the ROYAL PALACES OF BRITAIN.

QUALITY is remembered long after the PRICE has been forgotten.

The International Supply Company,

140 MANSFIELD STREET, MONTREAL

UP-TO-DATE
WATER FILTERS



These come in a variety of pleasing styles and are just what you should carry at this time of year.

The taps are nickel-plated and of durable make, and the efficiency of the filter in ridding all kinds of water from impurity is unchallenged.

Get Our Catalog and prices.

The Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:
H. F. McINTOSH & CO., 28 Toronto St., Toronto

Why Buy the "Near Quality" when the Best is Procurable?

THE L. MARTIN CO.'S
Old Standard, Eagle, Pyramid and Globe

GERMANTOWN
LAMPBLACK
IS THE BEST
AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.
Manufacturers of the
Highest Standard Lampblacks
for all purposes
ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

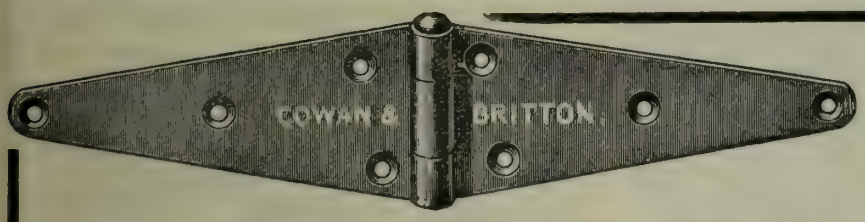
HERE'S YOUR FINISH!

Scarfe & Company's Fine Varnishes

Head Office and Factory: BRANTFORD, ONT.

WINNIPEG, MAN.—78 LOMBARD STREET
Phone Main 6194

MONTREAL, QUE.—472 DELORIMIER AVE
Bell Phone East 442



It's a Remarkable Fact

that during our forty years of existence we have never yet been compelled to close down for lack of orders. At the present time we are working night and day keeping up to orders. The reason is that our line of

Butt Hinges and Builders' Hardware

is absolutely the best in quality. You do not need to antagonize your customer by handling inferior goods—Cowan and Britton goods cost no more.

Cowan & Britton, *Gananoque, Ont.*

Canada's Oldest and Largest Manufacturers of Butt Hinges and Builders' Hardware.

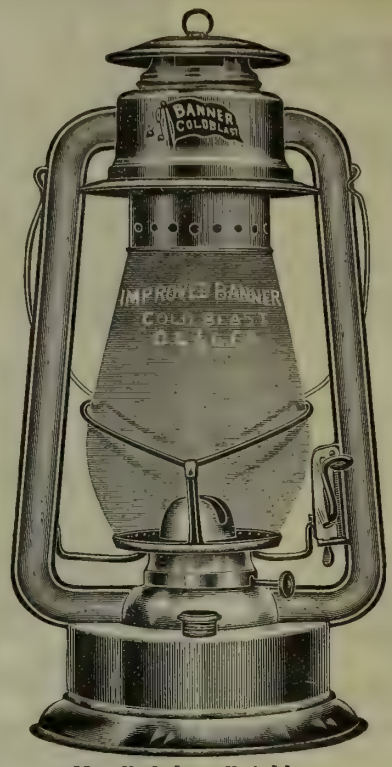
"BANNER" 1910 Cold Blast Lantern

Comparisons may be odious

But!

Compare OUR Lanterns with any in the market

Superior work always tells!



Handled by all jobbers

ONTARIO LANTERN & LAMP COMPANY, LIMITED

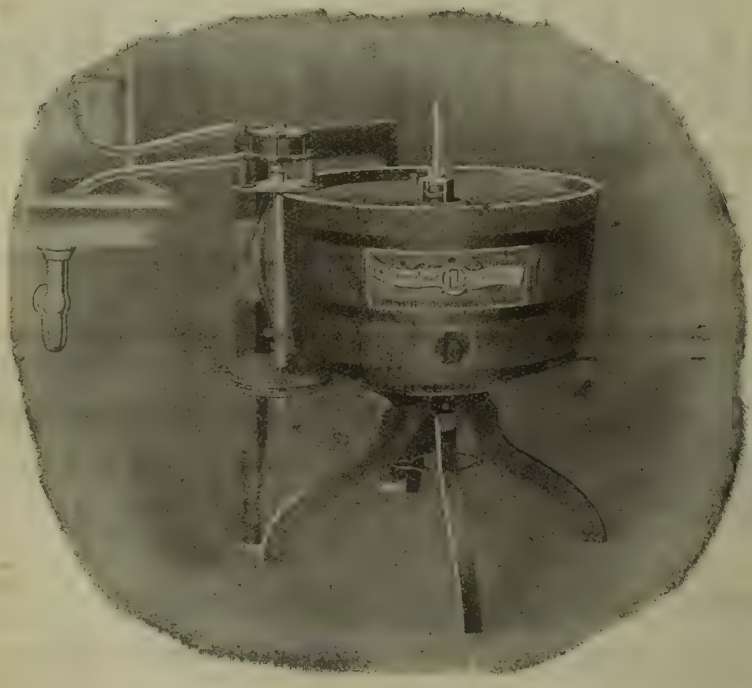
HAMILTON ONTARIO

The LATEST TRIUMPH in MODERN LABOR SAVERS

is the Famous

"NEW CENTURY"

harnessed to do all the hard work of washing.



The Motor is gearless, simple, powerful and NEW CENTURY quality all the way.

It's the BEST MOTOR hitched to the BEST Washing Machine made and they're on hand ready for immediate shipment.

Eastern Agents:
W. L. HALDIMAND & SON,
Montreal

Western Agent:
HARRY F. MOULDEN,
Winnipeg

Makers: **Cummer-Dowswell, Limited - Hamilton, Ont.**

LONG LIFE METALS

YOU CAN MAKE MONEY BY HANDLING OUR DIFFERENT GRADES OF

BABBITT METALS

We co-operate with the dealer, and send out advertising matter in our mutual interest. Write for prices and be convinced. We also manufacture all grades of tinners' and plumbers' solders.

The James Robertson Company, Limited, Montreal St. John Toronto Winnipeg

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".



Maxwell's Latest is the "Champion High Speed Washer." This machine differs from the famous "Puritan" only in the driving mechanism. The

Champion High-Speed Washer

is run, as the illustration shows, by a lever. This lever also starts the balance wheel, which revolves four times for every stroke. The great momentum of this balance wheel helps to turn the dolly block and makes the "Champion" run very smoothly and easily.

It is sure to be a splendid seller.

David Maxwell & Sons : : St. Mary's, Ont.



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Stanley Tools

Among the Gauges shown herewith we call particular attention to—No. 94, a new BUTT GAUGE.

It has two steel bars. To one are affixed two steel cutters for use when gauging for doors with rabbeted jambs. This bar may be reversed for gauging from the casing (whether of the moulded form or flat) on doors which have a strike strip nailed on after the door is hung.

The other is fitted with a steel cutter to gauge for the thickness of the butt.

The two ends which are parallel—are at right angles to the bottom, and as one end overhangs the bottom slightly, it can be used as a square from which to mark at right angles to the casing, as shown in the cut.

This tool is convenient for carrying in the pocket, and is so constructed that the bars cannot fall out.

SEND FOR CATALOGUE.

STANDARD THE WORLD OVER

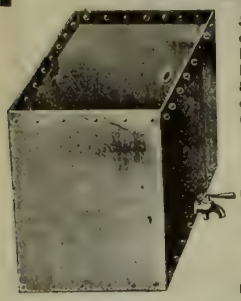
Stanley Rule & Level Co.
New Britain, Conn. U.S.A.

EVERY TOOL GUARANTEED

Don't Risk Explosions

by selling badly constructed oil or gasoline tanks. If you sell our make you will be selling on article that is guaranteed to be flawless in material and workmanship, as our facilities for manufacturing all kinds of steel tanks are quite unexcelled.

GET OUR PRICES on any Galvanived or Black Steel Work that is too heavy for your own tinshop. Our stock lines include



Steel Tanks, Barn, Bath Room, Oil and Gasoline, Milk, Cooking Threshing, Street Sprinklers, Whey Tanks, ***Troughs***, Water Troughs, Hog Troughs, Stable Troughs, Food Cookers, Spray Cookers, Maple Evaporators, Staunchions, Water Bowls, Stable fittings, Coal Chutes, Smoke Stacks, Steel Cheese Vats.

Also the well-known Rowe Sanitary Lavatory and Parlyke Sanitary Chemical Closets

THE STEEL TROUGH AND MACHINE CO., Limited

TWEED, ONTARIO

CORN AND BEAN PLANTERS



King of the Field is the best hand corn planter made. We also make step ladders, curtain stretchers, ironing boards, etc. Ask for catalogue and prices.

Otterville Manufacturing Co., Limited, - Otterville, Ont.

British America Assurance Company

A.D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W Cox, Geo. A. Morrow,
D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL - - - - - - -	$1,400,000.00
ASSETS - - - - - - - -	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,833,820.96

Cap Screws, Set Screws, Studs

Special Milled Work

Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY

LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*

SPUR OF THE MOMENT ORDERS come to Hardwaremen for

BELTING

and the WISE merchant should keep a small, well assorted tock of LEATHER BELTING ready for the EMERGENCY.

YOU try it. You'll get the business, and always get it.

We can supply you with anything and EVERYTHING IN LEATHER BELTING and LACE LEATHER.

OUR LEATHER BELTS stretch less than any other.

A TRIAL ORDER WILL CONVINCE

J. L. GOODHUE & CO., LIMITED

DANVILLE, P.Q.



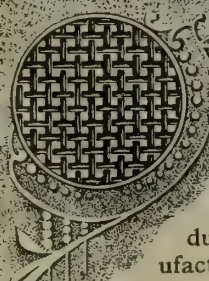
Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

ORNAMENTAL IRON WORK



WIRE CLOTH AND WIRE GOODS

There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish. **Inquiries Solicited.**

CANADA WIRE GOODS MFG. CO.

HAMILTON

JOSEPH RODGERS & SONS,

SHEFFIELD, ENG. LMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK



GRANTED 1682

Sole Agents for Canada

James Hutton Company

Montreal

BLACK JACK

THE BEST FAMILY POLISH MADE

TRY IT



SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



OUR GUARANTEE

We will instal a System of Gipe Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any other WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS, we will remove them at our expense.



CATALOG FREE

THE GIPE CARRIER COMPANY
99 ONTARIO STREET TORONTO. ONT.
EUROPEAN OFFICE: 116 HOLBORN. LONDON E.C. ENG.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

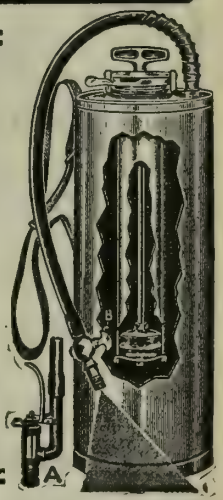
HON. GEO. A. COX, President
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

Our Improved Automatic Compressed-Air Sprayer

is the most satisfactory hand machine now in the market for

APPLYING PARIS GREEN TO POTATOES

It is substantially built and every Machine is GUARANTEED. It is the handiest Sprayer for general purposes yet produced. A boy can do the work. Saves time, labor and material. Working parts all brass. Made in Galvanized iron or brass. *Ask for 1910 Model.*



CAVERS BROS.

Manufacturers GALT, ONT.

Neptune Unrivalled Patent Steel Wire

is the Strongest, Most Elastic and Most Economical Wire on the market. The 12½g. and 14g. will save you over 60 per cent. as against No. 8 and 10 gauges ordinary wire. Does not sag in summer nor snap in winter.

	Breaking Strain	Length per 100 lbs.
NEPTUNE UNRIVALLED," 12½g	1140 lbs.	1277 yds.
Ordinary Galvanized Wire, 8g	1125 lbs.	471 yds.
NEPTUNE UNRIVALLED," 14g	730 lbs.	2000 yds.
Ordinary Galvanized Wire 10g,	720 lbs.	729 yds.

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft Carlswerk, M.E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

When in the market for

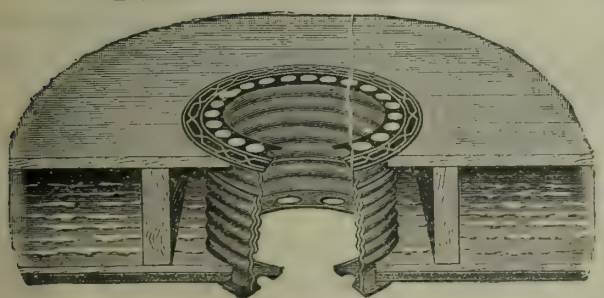
Glues, Gelatines, Size, Etc.

you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

RIVETS

of any description

BRASS—COPPER—IRON

Perfect Goods Prompt Delivery

Trial Orders Solicited

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

Easy Running



Strongly Built

Have You Seen the

"Winner" Rotary Washer

(STYLE No. 2)

It is a strong selling line you can handle most profitably. The main shaft runs on roller bearings, and the gearing is so simple it is not liable to get out of order. The inside being heavily corrugated, does quicker work. Attractively finished in natural wood. Stave leg idea insures a steady machine.

Write for details of this and our other popular lines of washers.

J. H. CONNOR & SON, LIMITED OTTAWA

MADE IN CANADA

SUPERFINE LINEN RECORD

Perfect conditions of manufacture have been largely responsible for the excellence of

Superfine Linen Record

Made in all Weights and Sizes

WHITE, AZURE and BUFF

SAMPLES FURNISHED ON REQUEST

THE ROLLAND PAPER COMPANY, LIMITED

GENERAL OFFICES:
53 St. Sulpice Street
MONTREAL, P.Q.

MILLS AT
St. Jerome, P.Q.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

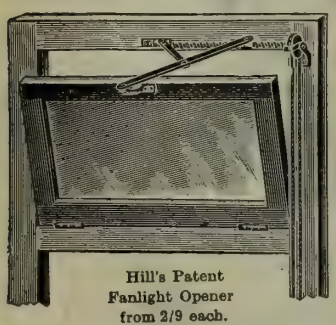


To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

JAMES HILL & CO., LTD.

Cable: James Hill, London.

IRONMONGERS & HARDWARE MERCHANTS



Hill's Patent Fanlight Opener from 2/9 each.

Hill's Patent Locks, Hinges, Anti-Panic Bolts and all kinds of Fittings and Hardware. Castings, etc.

100A QUEEN VICTORIA STREET
LONDON, ENGLAND

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agents for Quebe and Ontario:
B. & S. H. THOMPSON, LTD.
St. Paul Street, Montreal

THOMPSON & GUNN

Manufacturers of the famous "ALASKA" and "BONANZA" Steel Ranges, can now supply the Alberta and British Columbia trade from their Vancouver stock.

These ranges are made in six different styles and have every modern improvement. They give satisfaction to the customer and are profitable to the dealer.

Write for catalogue to our office at

937 Westminster Avenue
VANCOUVER, B. C.

SENT FREE TO ANY ADDRESS

Our Catalogue of Technical Books for HARDWAREMEN,—covering such subjects as Metal Working, Hardware Window Dressing, Hardware Store Business Methods, Paints and Painting, Salesmanship, Sales Plans and Advertising, as well as Plumbing and Heating. WRITE TO-DAY before supply is exhausted.

TECHNICAL BOOKS, 111-127 University Ave., Toronto, Canada

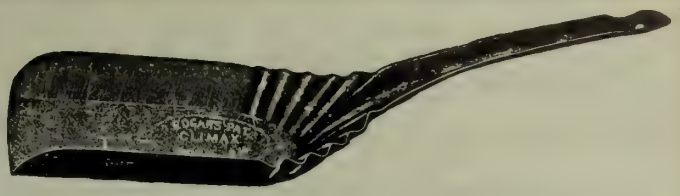
TRY A

Condensed Ad

IN

Hardware and Metal

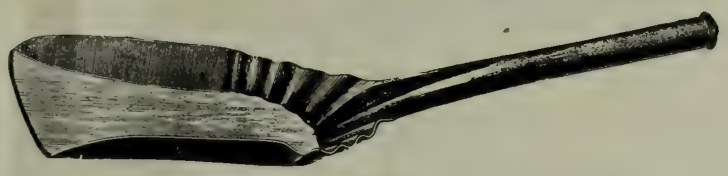
Fire Shovels



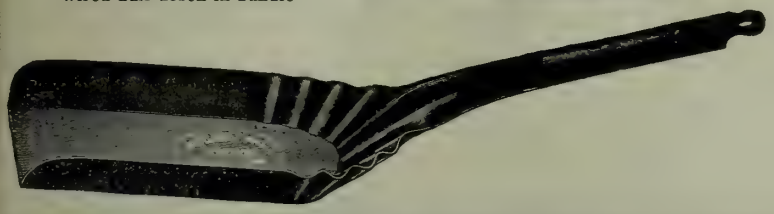
Japanned Glossy Black — Galvanized Smoothly

No. 70, Japanned
No. 170, Galvanized
} Length, 15 inches

Half-Round Handle
Wired half dozen in bundle
No. 60, Japanned
No. 160, Galvanized
Length, 16 inches



Round Handle
Wired half dozen in bundle

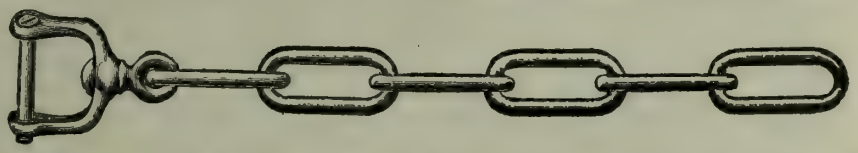


No. 56, Japanned
No. 156, Galvanized
Length, 16 inches
Round Handle
Wired half dozen in bundle

Manufactured by
E.T.Wright & Co.
(H. G. Wright)
HAMILTON - - CANADA

Winnipeg Distributors:
Merrick-Anderson Co.
Winnipeg, Man.

Electric Welded



Highest Quality

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

Coil Chain	Logging Chain	Heel Chain	Loading Chain	German Coil	Halter Chain	Tie Outs	Cow Ties

McKINNON CHAIN COMPANY

BUFFALO, N.Y. — ST. CATHARINES, ONT.



H. BOKER & CO.'S "DIAMOND"

In appearance and cutting quality exactly as the "King Cutter." Made expressly for Gentlemen who shave themselves. The "King Cutter" is made chiefly for Barbers.

The "Diamond" may be had from the Wholesale Hardware Trade for $7.90 per dozen.

Building Papers
FOR ALL PURPOSES

We can give you the best possible value in

Tarred Felt
Roofing Papers
3-Ply Ready Roofing
Coal Tar and Roofing Pitch
P. & B. Cold Storage
Insulating Papers

WRITE US FOR QUOTATIONS ON THESE GOODS

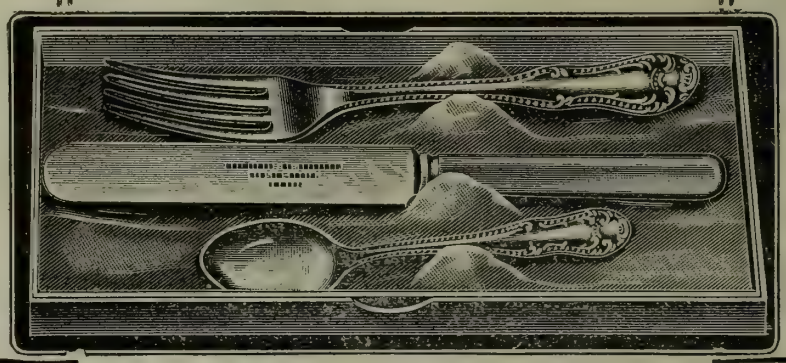
We want you on our list of customers, if you are not already there.

LOCKERBY & McCOMB, Ltd., 65 Shannon St., Montreal

A TIMELY SUGGESTION

The gift hunter will be very grateful to you if you will suggest the elegant child's set (illustrated here.) The three pieces are all heavily plated with pure silver and the design is very artistic.

McGLASHAN, CLARKE CO., Limited
NIAGARA FALLS, :: :: CANADA



This is only one of our many hot favourites.

Send for complete Catalogue.

Agents: J. MACKAY ROSE, 88 McGill St. Montreal, Que.

N. F. GUNDY, 61 Albert St., Toronto Ont.

DAVID PHILIP, 291 Portage Avenue Winnipeg, Man.



It Pays to Sell CANE'S Washboards

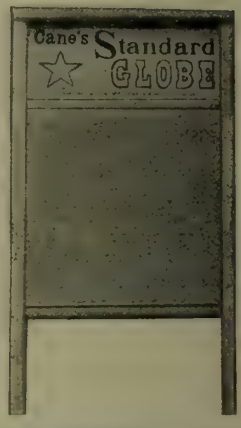
because they are the best-made washboards on the market and are as good as washboards can possibly be made.

Made in ten different styles and grades to suit every class of demand.

These goods are rapid and constant sellers everywhere and never fail to please the women.

Ask your jobber for Cane's Woodenware.

The Wm. Cane & Sons Co., Limited
NEWMARKET, ONT.



A Profitable Line

In every hardware store a profitable line to handle is

Brushes, Brooms and Woodenware

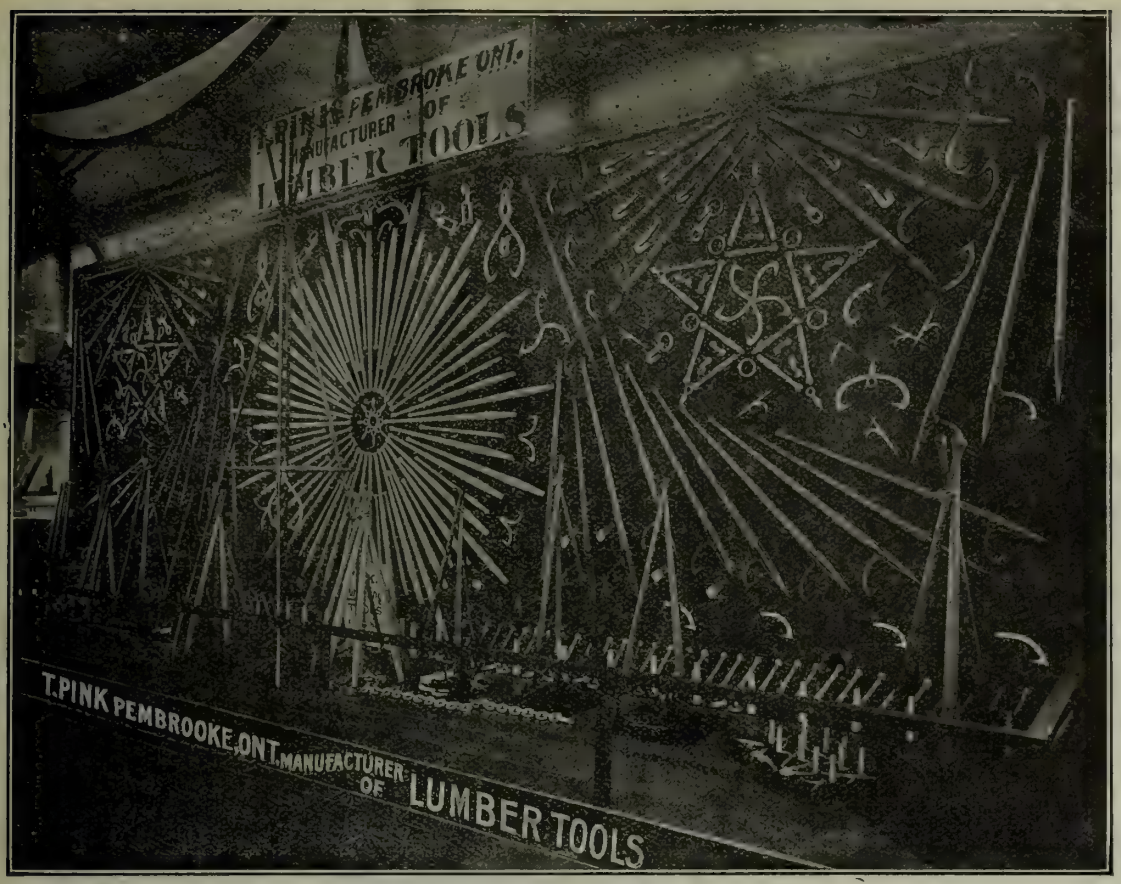


and you will find no line of these goods will sell more quickly or will yield you better profit than that manufactured by

Thomas Bryan, Limited, London, Canada

Illustrated catalogue sent upon request of responsible dealers

Western Representatives—Winnipeg Paint & Glass Co., Limited, Winnipeg, Calgary and Edmonton



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

You Can Drill for Less Money

with the



"Hercules" High Speed Twist Drill

Than any other, because it is TWISTED while hot from the latest improved VANADIUM HIGH SPEED STEEL, giving it great strength and toughness.

TRADE W B MARK

It will take an exceedingly HEAVY FEED without danger of breakage and will give more service for the money than any other High Speed Twist Drill.

Fitted with Taper Shanks, usually one size larger than regular, therefore no special chucks or sockets are required.

TRADE W B MARK

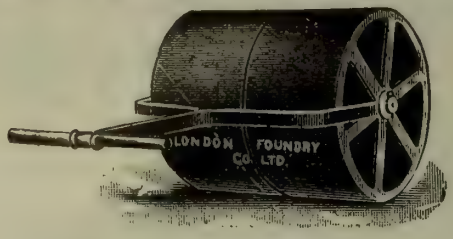
We Carry the Largest and Most Complete Line of Twist Drills in Canada and Make Instant Shipment.

The Whitman & Barnes Mfg. Co.

ST. CATHARINES, ONTARIO

HAND ROLLERS

Just the Thing for Rolling Lawns



Two Section Hand Roller

Made entirely of cast iron and steel, with 2-inch axle on which revolve two cast iron drums, each 12-inch tread and 22-inch diameter.

One Piece Hand Roller

18-inch tread and 26-inch diameter.

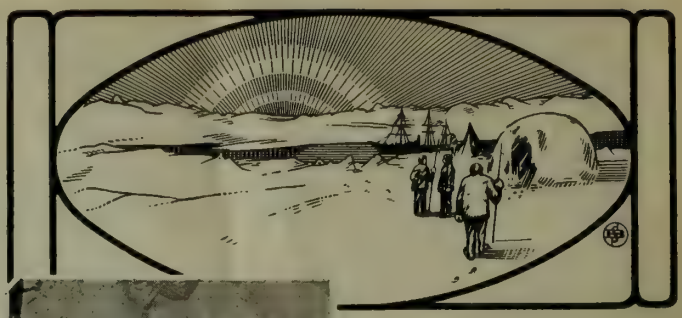
Water Ballast Hand Roller

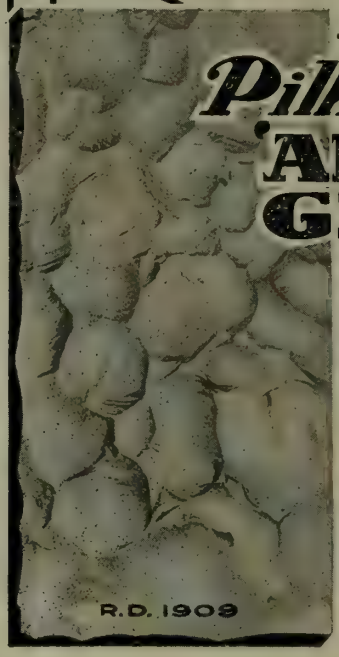
36-inch tread and 30-inch diameter.

Write for Catalogue and Prices

THE LONDON FOUNDRY CO., Limited

LODON, CANADA





Pilkington's 'ARCTIC' GLASS

A NEW design of figured rolled Glass that looks like a sheet of Crystal Ice. Its pleasing irregularity of pattern and rich appearance make it most attractive for Office, Showroom and Domestic glazing, or wherever privacy and the utmost light is required. It is easily cleaned. Made WHITE and TINTED in large sheets. Stocked at all our Canadian depots.

Samples and Prices on application.

PILKINGTON Bros. Ltd.

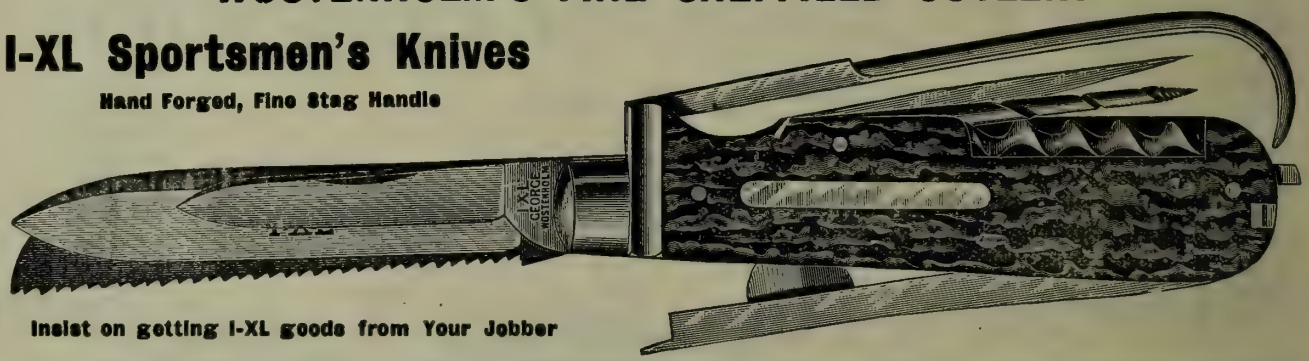
MONTREAL, TORONTO, WINNIPEG and VANCOUVER, B.C.

Works :—ST. HELENS, ENGLAND.

WOSTENHOLM'S FINE SHEFFIELD CUTLERY

I-XL Sportsmen's Knives

Hand Forged, Fine Stag Handle



Insist on getting I-XL goods from Your Jobber

A. McFARLANE & CO., MONTREAL, Canadian Representatives

Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at

Montreal, Que. Hull, Que.
Marlbank, Ont. Belleville, Ont.
Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

Head ffice:

Montreal

Sales Offices:

Montreal - - Toronto
Winnipeg - - Calgary

The AYLMER



Branch Pipe Double Acting Force Pump fitted for Windmill or Hand use.

New Adjustable Base and Union Spout. This pump is adapted for any and all wells from a 5 5/8 inch hole up and any depth well up to 100 feet. These Pumps are fitted with Brass Upper Cylinders, Expansion Plungers, Steel Bolts, and large Airchambers. They are our best and latest goods.

Manufactured only by

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNPEG, MAN.

There's Money in this Bolt for the Dealer!



Star Expansion Bolts have doubled the business of many hardware dealers throughout Canada. They may not double your business, but they will at least help you to greater profits. Dealers who want a live, quick-selling line of goods can stock

STAR Expansion Bolts

without any investment on their part. We take all the risk. Our great advertising campaign never allows our goods to stop selling. Customers read our ads. in 100 publications and they come to buy of you. Can you meet the demand?

Write for our dealers' proposition, catalogue 36 and free samples.

Star Expansion Bolt Co.

CATALOGUE DEPARTMENT 36

147-149 Cedar St., - New York

Don't Experiment

with unknown brands of Safety Razors.

Our

Forged Blade "Pioneer"

is the only Safety Razor made of doubly refined Sheffield Steel, and has held its place in the front rank for over 30 years by sheer merit. It will last for years and will cost your customers next to nothing for repairs. The result is that you earn your customers' goodwill, and get a reputation for handling only high-class goods.

Write for Catalogue and Prices

KAMPFE BROS., 8-12 READE STREET NEW YORK

Canadian Representative: A. Roy MacDougall
42 Adelaide St. W., Toronto

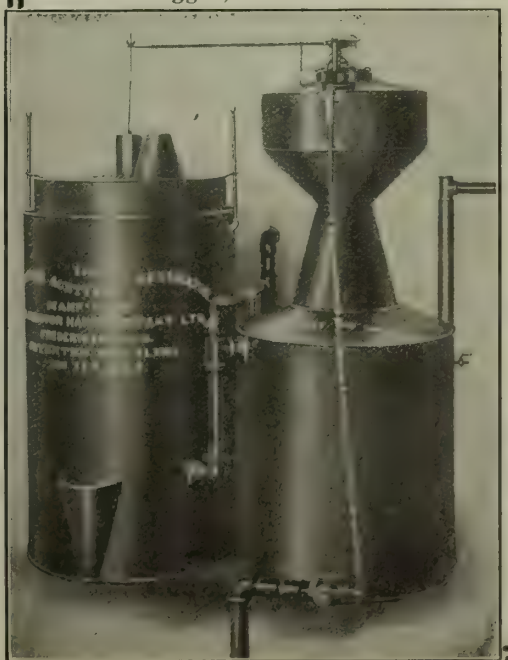
An Ideal Lighting Plant

and one which can be handled and installed by every hardwareman is the

Monarch Acetylene Generator

(Canadian Patent No. 118217)

It is absolutely safe, easy to recharge, gives a uniform gas pressure and is perfect in action. The Carbide Feeding Device operates outside, so that it cannot form accretions, become clogged, or encrusted with lime salts.



Approved by the Canadian Board of Fire Underwriters for installation in any building in Canada.

Write for Catalogue & Particulars

Department "E"

The Monitor Manufacturing Co.

FREDERICTON, N.B.

Use Our Building Paper and Common Sense and all the ills of your house and outbuildings as to COLD and HEAT will be modified. That is the way you can talk to your customers when they tell you their building worries. Our **Ready Roofing, Tarred Felt, Sheathing and Wrapping Papers** are unique. They have held the trade for years and to-day are in stronger favor than ever.

That is sound dealing.
No other kind wins to-day.

THE ROOFING HOUSE OF CANADA

ALEX. McARTHUR & CO., Limited

82 McGill Street **MONTREAL**

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb ... 0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal.—Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb.

Lion Metal Co., Montreal. — Lion Extra, 60c.; Genuine, 50c.; Crown, 40c.; Antifriction, 30c.; Special, 25c.; "A," 20c.; "B," 15c.; "C," 12c.; Mag Metal, 10c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb.....	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flat way stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.	
Casting ingot.....	13 50	13 75
Cut lengths, round bars, ½ to 2 in. .		21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..		23 00
Plain, 16 oz., 14x48 and 14x60.....		22 00
Tinned copper sheet, base.....		24 00
Planished base.....		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

	Montreal.	Toronto.
Canadian foundry, No. 2		20 00
Middlesboro, No. 3 pig iron..	17 75	20 25
Summerlee, No. 2 " ..	20 25	22 50
Carron, special.....	20 00	....
Carron, soft	19 75	...
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow.....	17 75	20 50
Glengarnock.....	....	22 50
Radnor, charcoal iron.....	32 00	32 50
Ayresome, No. 3.....	18 75	....
Ferro Nickel pig iron (Soo).....	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...	....	27 50
Angles..... .....base	2 50	2 60
Common bar, per 100 lb.....	1 90	2 00
Forged iron	2 05	2 10
Refined "	2 15	2 25
Horseshoe iron "	2 15	2 25
Mild steel.....	1 90	2 10
Sleigh shoe steel.....	1 90	2 10
Iron finish machinery steel (domestic)	1 95	2 10
Iron finish steel (foreign)....	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 40	2 50
Mining cast steel.....	0 07½	0 08
High speed.....	0 65	0 65
Capital tool steel.....	0 50	...
Cammell Laird	.....	0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel.....	0 06½	....
Silver tool steel.....	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch.....	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 45
12 "	2 30	2 45
14 "	2 20	2 30
17 "	2 20	2 35
18 "	2 20	2 35
20 "	2 20	2 35
22 "	2 25	2 40
24 "	2 25	2 40
26 "	2 35	2 50
28 "	2 40	2 65

CANADA PLATES

Ordinary, 52 sheets.....	2 40	2 60
All bright, 52 sheets.....	3 50	3 50

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52.....	4 45	4 45	4 35
60.....	4 70	4 70	4 60
20x28x80.....	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...		5 50
24 " "		4 50
26 " "		3 50
28 " "		3 30

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20....	3 60	3 35	3 60	3 60
22-24....	3 65	3 40	3 65	3 65
26.....	4 05	3 80	4 05	4 05
28.....	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 25 cents extra.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 35
26 " "	3 85	3 40
28 " (26 English).	4 10	3 85
10¾ oz., equal to 28 English	4 35	4 15

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch.....	2 03	¼ inch.....	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c.
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09½	0 10¼
Heavy red brass.....	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass.....	0 06	0 06½
Tea lead.....	0 02½	0 02½
Heavy lead.....	0 02½	0 02½
Scrap zinc	0 03	0 03½
No. 1 wrought iron	12 00	11 00
Machinery cast scrap, No. 1	16 00	15 50
Stove plate.....	12 50	13 00
Malleable	9 00	8 00
Miscellaneous steel	5 00	6 00
Old rubbers.....	0 09½	0 08½

LEAD

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 50	3 75
Imported pig, per 100 lb.....	3 75	3 85
Bar pig, per 100 lb.....	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll...	5 00	5 00
Sheets, 3 to 6 lb. ft.....	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 20	0 20
Wiping	0 18½	0 19

SHEET ZINC.

5-cwt. casks	6 75	6 75
Part casks.....	7 00	7 00

SPELTER.

Foreign, per 100 lb	5 75	5 75

TIN AND TINPLATES

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$35 00	35 00

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box	
I C, 14 x 20 base	....	$5 50
IX, 14 x 20 "	....	6 50
IXX, 14 x 20 base	....	7 50

Raven and Vulture Grades—		
I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

"Dominion Crown Best"—Double Coated, Tissued.	Per box	
I C, 14 x 20 base.....	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.		
I C, 14 x 20 base.....	....	4 25
I X, 14 x 20 "	....	5 00
I XX, 14 x 20 "	....	5 75

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	....	4 00
20x28, double box	....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	7 50
IX., Terne Tin	...	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs.		
" 14x60, "	....	6 75
" 14x65, "		

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "	....	8 00

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18 $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21 $7 — No. 22, $7.30 — No. 23, $7.65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27 $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 30c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c

QUALITY IS WHAT PROMOTES SUSTAINED REPUTATION

For Eighty-five years ***Heinisch*** Shears have been the world's leading line of shears. ***Quality*** built that reputation and ***quality*** sustains it. Sell

HEINISCH

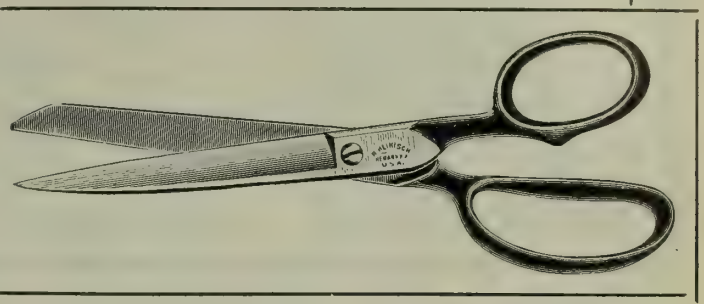
Shears and you will never have complaining customers.

Tailors' Shears, Tinners' Snips, Trimmers, Ladies' Scissors, etc.

Sold by all jobbers.

R. Heinisch's Sons Co.,

NEWARK, : N.J. : U.S.A.



HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs.. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2 25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 5 c. extra; No. 16 garge, 70c. extra. Add60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

	Montreal	Toronto
In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks	per lb.
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of lead		0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow "	0 18
Golden ochre "	0 11
French "	0 09
Chrome green "	0 11
French permanent green "	0 15
Signwriters' black "	0 17
Marine black, 2½ lb. tins	0 05

GLUE.

French medal	0 10
German common sheet	0 10
German prime	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Brantford all-round glue, ½-lb. packages, 10c.; ¼-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 19½	0 19½
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb., "	0 23½	0 23½
Tins, 1-lb., 100 in case	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 0c
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints	1 70
Canada Paint Co.'s pure	1 60
Globe house paint (Windsor)	1 25
"New Era" house paint (Windsor)	1 35
Benj. Moore Co.'s "Ark" brd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson's "English"	1 60
Ramsay's paints, Pure	1 40
" Thistle	1 10
Martin-Senour 100 p.c. pure,	1 70
Senour's Floor Paints	1 45
Jamieson's "Crown and Anchor"	1 50
Jamieson's floor enamel	1 75
Island City pure paints	1 50
Sanderson Pearcy's, pure	1 40
Robertson's pure paints	1 40

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 45
Bladders in bbls	2 70

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75 4 75
Genuine, 100 lb. kegs, "	5 25 5 25
No 1, casks, per 100 lbs	4 25 4 25
No. 1, kegs, per 100 lbs	4 75 4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Prime white petroleum per gal	0 13	
Water white "	0 15	
Pratt's astral "	0 17½	
Castor oil, per lb., 1 bbls	0 08	0 09
Motor Gasoline single bbls		0 17
Benzine, per gal single bbls		0 15
Turpentine, single barrels	0 82	0 83
Linseed Oil, " raw	0 86	0 87
" " boiled	0 89	0 90

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	5 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	1 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co.'s white enamel	3 50
Canada Paint Co.'s sun varnish	2 00
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Co.'s "Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 50
C.O. Co.'s. Permanite, interior	2 00
" Herculo, exterior	2 50
" Reflex, floor	2 25
" Japanite Dryer	1 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 25	6 40
Elephant Genuine	6 25	6 40
Lily Pure	5 75	5 90
Tiger Pure	5 55	5 70
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		5 50
Brandram's B. B. Genuine	7 00	7 15
"Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 50	5 65
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 75	5 90
Island City pure lead	5 75	5 90
Sterling C.P.		5 75
" Decorators		5 25
Sanderson Pearcy's		5 75
Robertson's C.P., lead	5 50	5 65
Decorators' Pure	5 75	5 90

No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50 14 00
Plain ship, "	18 00 22 00

AXES AND HATCHETS

Single bit, per doz	6 00 9 00
Double bit "	10 00 12 00
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 00 6 00
'Boys' Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle "	1 45 6 75
Claw "	1 70 5 00
Barrell "	5 50 6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; no extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20. per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz. pairs.
Stearns wood track	4 50 6 00
Zenith	9 00
Atlas, steel covered	5 00 6 00
Perfect	8 00 11 00
New Milo, flexible	6 50
Double strap hangers, doz. sets	6 40
Standard jointed hangers, "	6 40
Steel King hangers "	6 25
Storm King and safety hangers	6 50
" " rail	4 25
Crown	4 85
Crescent	6 50
Sovereign	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c

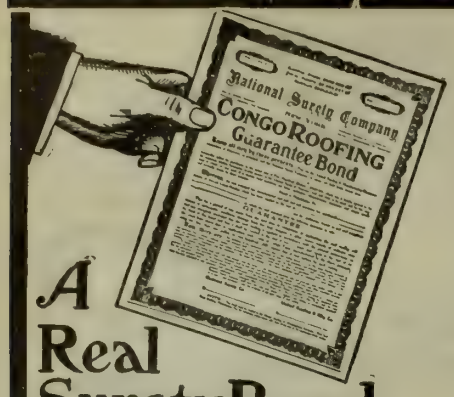
BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent 70
" " ⅜ and smaller	
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
" " 7-16 and larger	55 and 5
Coach Screws, new list	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80



A Real Surety Bond

Congo Roofing

LOTS of advertisers use the word "guarantee" recklessly. We did not like to be in their category, so we decided to have the National Surety Co. issue a Guarantee Bond, duly numbered and recorded, with every roll of Congo Roofing.

This Bond guarantees that the two and three ply will last ten years.

The provisions are simple and straightforward and it is no trouble to comply with them. With a Congo Roof the Bond leaves the owner absolutely free from responsibility for ten years

If it wears out before that time, he gets a new roof free.

He does not have to argue with us and convince us, because the National Surety Co. is behind each bond.

The bond is legal and binding, and gives absolute certainty of satisfaction

A copy of the guarantee and free sample will be sent to you on request.

UNITED ROOFING AND MFG. CO.
Philadelphia, Pa.

Stark, Seybold, Ltd., Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E G. Prior & Co., Ltd., Victoria, B.C.; Hobbs Hardware Co., London, Ont.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 7
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60", per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, bris., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BINDER TWINE.

500 feet, sisal	0 07½
500 " standard	0 07½
550 " " manilla	0 07½
600 " "	0 08½
650 " " "	0 09

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, 45 p.c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.
Crescent brands, 70 per cent.

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 60	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 80
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	3 00
3 " " "	3 55
4 " " "	4 80
5 " " "	6 80
" "	8 00

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 nch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEONS

Canadian, 45 and 10 per cent.

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 75
10 " " "	3 00
12 " " "	3 50
15 " " "	5 00

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs.	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent,
Galvanized washtubs, 45 per cent.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz	3 10

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch, per gross	9 00
" " ⅝ " "	10 00
" " ¾ " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 45

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in	100 lb. net	7 25
" " 5-in.	"	7 00
" " 6-in.,	"	6 75
" " 8-in.,		6 50
" " 10-in. and larger		6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 50
over 12 in. " 3 50
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $8.40; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—
¼ x 5 per gross 2 25
5-16 x 5 " 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern. No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast per doz.	6 75
Lift Tubular and Hinge Plain. "	5 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.10; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $5 10; do., 4 knives, $6.25; 9 in. wheel, 3 knives, 12 in. sizes, $6 75; do., 4 knives, $7.25; 10½ in. wheel, 4 knives, 12 in. sizes, $8.50: ball bearing, do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz.	9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattooks, 6 lb., 18 inch, $5 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1¼—1½ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅜ diameter, per 100 lbs. 2 85

OAKUM.

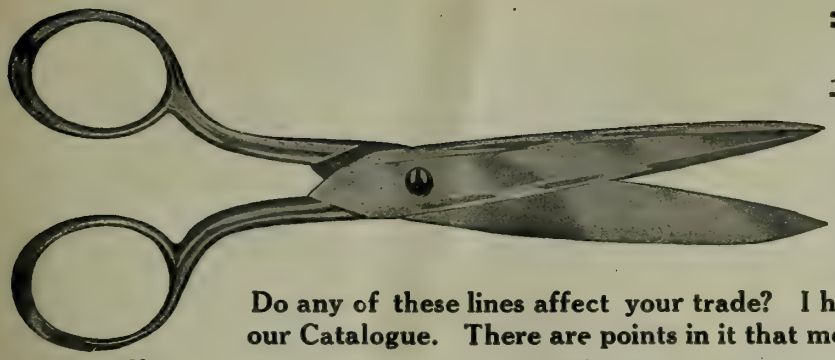
Plumbers per 100 lb	4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 42½.
"Singalese" and "Alaska" Nevada silver flatware, 42 p c.



Always cut at the point

Here are a few kinds you can handle!

Household Shears — Stork Scissors — Embroidery Scissors — Manicure Scissors — Carving Shears — Dressmakers' Shears—Metal Shears—Pruning Shears.

Do any of these lines affect your trade? I hear you say YES! Then write to-day for our Catalogue. There are points in it that mean money for you!

Clauss Shear Co'y.

169 Spadina Avenue - - TORONTO

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
8, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pitts, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 10 00
Clauss automatic safety	27 00
Clauss perfect stropper	18 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 09
Pure Manilla rope	0 10½
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	0 30
Mattress twine per lb.	0 35 0 45
Staging "	0 27 0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 13½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 feet, doz.	1 15
Ivory, No. 1283, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished...per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 30 lbs	1 40

SASH CORD.

No. 8, per lb. 0 34½

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

SCYTHE SNATHS.

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's per doz. 0 65	1 00
North Bros., No. 30 ..per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 45 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks, net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 60 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	60

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co', 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

Nestable, 45 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	22 00
" under 40 lb., "			24 00
200 lb. and over			28 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch pol shoe rivets, 45 and 10; cheese box tacks, trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1340, 50 feet	4 20

TROWELS

Disston's, 10 per cent.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" " Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz.	73 75
Square "	77 50
Dowswell	43 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, mproved	43 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	172 50

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz.	46 25
Improved Royal Canadian, 11 in.	43 75
Eze, 10 in., per doz	47 25
Bicyele, 11 inch	58 25
Trojan, 12 inch	101 50
Challenge, 3 year, 11 in	49 75
Ottawa, 3 year, 11 in	56 00
Favorite, 5 year, 1 in	57 00

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shove handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

INDEX TO ADVERTISERS

Allan Hills Edge Tool..... 2
American Shearer Co..... 24
Anthony, M. B..... 24
Anti Splash Filter Co..... 30
Armstrong Bros. Tool Co..... 20
Atkins, E. C., & Co..... 27
Atlas Mfg. Co..... 65
Aylmer Pump and Scale Co.....

Banwell Hoxie Wire Fence Co..... 23
Barber Asphalt Paving Co..... 27
Barrett, W. L..... 24
Barnett, G. & H. Co....outside back cover
Beath, W. D. & Son..... 14
Bemis & Call Hardware and To l Co... 51
Boker, H. & Co..... 58
Bosse & Banks..... 24
Bowser, S. F., & Co., Ltd..... 62
Brandram-Henderson, Ltd..... 48
Brantford Roofing Co..... 21
British America Assurance Co..... 58
Brown-Boggs Co..... 9
Bryan, Thos., Ltd..... 62
Buffalo Mfg. Co..... 55
Burrow Stewart & Milne Co., Ltd..... 16

Cameron & Campbell..... 25
Canada Bolt and Nut Co..... 14
Canada Cement Co..... 64
Canada Foundry Co..... 58
Canada Glue Co..... 6
Canada Metal Co..... 12
Canada Paint Co..... 50
Canada Screw Co..... 72
Canada Steel Goods Co..... 8
Canada Wire Goods Mfg. Co..... 58
Canadian Copper Co..... 45
Canadian Ferrosteel Co..... 21
Canadian Heating & Ventilating Co.... 18
Canadian Sales & Mfg. Co..... 25
Canadian Hart Wheels..... 24
Cane, Wm. & Son..... 66
Cavers Bros..... 59
Caverhill, Learmont & Co..... 54
Chadeloid Chemical Co.....
Chicago Spring Butt Co..inside back cover
Christy Safety Razor Co., Ltd..... 11
Clare Bros..... 17
Clare, Little & Co..... 26
Clauss Shear Co..... 69
Collins Mfg. Co..... 27
Connor, J. H., & Son..... 64
Copp, W. J., Sons & Co..... 43
Covert Mfg. Co..... 24
Cowan & Britton..... 55
Cummer Dowswell, Ltd..... 56

Davidson, Thos., Mfg. Co..... 8
Directory of Manufacturers.....26 27
Disston, Henry, & Son..... 9
Dominion Cartridge Co..... 28
Dominion Wire Mfg. Co..... 26
Dorken Bros..... outside front cover, 61
Dougall Varnish Co..... 52

Ford Auger Bit Co..... 58
Frothingham & Workman, Ltd..... 4

Gibb, Alexander..... 24
Gilbertson, W., & Co..... 23
Gillette Safety Razor Co..inside front cover
Gipe Carrier Co..... 59
Glidden Varnish Co..... 53
Goodhue & Co., Ltd., J. L..... 58
Gourack Ropework Co..... 24
Greening, B., Wire Co..... 21
Grove Chemical Co..... 59
Gutta Percha & Rubber Mfg. Co.....
outside back cover

Hamilton Cotton Co..... 23
Harrington & Richardson Arms Co..... 12
Harris, J. W., Co..... 22
Hart & Cooley..... 20
Heinisch, R., Sons Co..... 67
Hemphill, T. W..... 24
Hill, Jas., & Co..... 60
Hobbies, Ltd..... 11
Hoyle, Robson, Barnett & Co..... 47
Hutton, Jas., & Co..... 58

Imperial Varnish and Color Co..... 47
International Distributing Co..... 18
International Supply Co..... 54
International Varnish Co..... 52

James & Reid..... 25
Jardine, A. B., & Co..... 43
Jones Mfg. Co., Ltd, D. F. The..... 23
Johnson's, Iver, Arms and Cycle Works 45

Kains, J. M., & Co..... 24
Kampfe Bros..... 65
Kemp Mfg. Co..... 28
Kendrick & Co..... 25
Kerr Engine Co.....inside back cover
Kyle, P..... 24

Laidlaw Bale Tie Co..... 71
Leslie, A. C., & Co..... 45
Lewis Bros., Ltd..... 2
Lockerby & McComb..... 62
London Foundry Co..... 64
London Rolling Mill Co..... 45
Lufkin Rule Co.....inside back cover
Lysaght, John.....outside front cover

McArthur, Alex., & Co..... 66
McClary Mfg. Co..... 31
McDougall, R., Co..... 13
McGlashan-Clarke Co., Ltd..... 62
McKinnon Chain Co..... 61

Malleable Iron Range Co..... 17
Maple City Mfg. Co..... 1
Martin, L. Co..... 55
Martin-Senour Co..... 49
Maxwell, D., & Sons..... 57
Metal Shingle and Siding Co.....19 58
Metallic Roofing Co..... 13
Michaelmas Fair..... 6
Millers Falls Co..... 6
Monitor Mfg. Co..... 65
Montreal Rolling Mills Co..... 47
Moore, Benjamin, & Co..... 48
Morris & Bailey Steel Co..... 57
Morrison, James, Brass Mfg. Co..... 26

National Hardware Co..... 22
Newman, W., & Sons..... 24
Nicholson File Co..... 71
Nickel Plate Stove Polish Co..... 59
North Bros. Mfg. Co..... 1
Nova Scotia Steel and Coal Co..... 45

Oakey, John, & Sons..... 60
Oneida Community..... 11
Ontario Lantern and Lamp Co..... 56
Otterville Mfg. Co..... 58
Parmenter Bullock Co., The..... 25
Paterson Mfg. Co..... 68
Pearson, Geo. D. & Co..... 25
Pease Foundry Co..... 41
Peterborough Lock Co....inside back cover
Pilkington Bros..... 64
Pink, Thos..... 63

Ramsay, A., & Son Co..... 51
Reid, James..... 27
Robertson Mfg. Co., Ltd., P. L..... 59
Robertson, Jas., Co., Montreal..... 57
Rodgers Sons & Co., Ltd., Henry..... 27
Rolland Paper Co., The..... 60
Ross Rifle Co..... 72

Samuel, M. & L., Benjamin, & Co..... 22
Sanderson-Harold Co., Ltd., The..... 16
Scarfe & Co..... 58
Seymour, Henry T., Shear Co..... 23
Sharratt & Newth..... 60
Shaw, A., & Son..... 23
Sherwin-Williams Co..... 43
Simonds Mfg. Co..... 23
Simonds Canada Saw Co..... 14
Smart Mfg. Co., Ltd., The James..... 16
Sonne, Thos., sr..... 24
Standard Arms Co..... 2
Standard Paint Co..... 41
Standard Paint and Varnish Co..... 51
Stanley Rule and Level Co..... 57
Star Expansion Bolt Co..... 65
Steel Trough & Machine Co., Ltd..... 58
Stephens G. F..... 41
Stevens-Hepner Co..... 13
Stewart Mfg. Co., Jas., Ltd..... 20
Still, J. H., Mfg. Co..... 1

Taylor-Forbes Co.....outside front cover
Thompson, B. & S. H...outside back cover
Thompson & Gunn..... 60
Toronto Plate Glass Importing Co..... 28
Tuttle & Bailey..... 18

Want Ads..... 39
Warminton, J. N..... 25
Watson Jack, & Co..... 59
Western Assurance Co..... 59
Western Wire and Nail Co..... 25
White Mop Wringer Co..... 25
Whitman & Barnes Mfg. Co..... 63
Winnipeg Ceiling and Roofing Co..... 41
Winnipeg Paint and Glass Co., Ltd..... 45
Woodstock Waggon Co..... 6
Wostenholm's Cutlery..... 64
Wright, E. T., & Co..... 6

CLASSIFIED LIST OF ADVERTISEMENTS

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Anchors, Star Screw
Star Expansion Bolt Co., New York

Awnings
Bartlett, Wm., & Son, Toronto

Babbitt Metal.
Canada Metal Co., Toronto
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co,. Montreal.
Geo. Langwell & Son, Montreal

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting
J. L. Goodhue & Co., Danville, Que.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal
Starr Mfg. Co., Dartmouth, N.S.

Bolts---Expansion
Star Expansion Bolt Co., New York

Box Strapping
J. N. Warminton, Montreal

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co.. Toronto.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Bridle Rings---Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Bosse & Banks, 39 St. Paul St., Quebec
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y
Frothingham & Workman, Ltd., Montreal
Hanson-Tilley, J. H., Co., Montreal
Hill, Jas., & Co., Ltd., London, England
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cable Dogs, Sebco
Star Expansion Bolt Co., New York

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.
Joyce, F., & Co., London, England

Cattle and Trace Chain
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Chucks
Ryall Tool Co., Montreal.

Churns
Connor, J. H., & Sons, Ottawa, Ont
Dowswell Mfg. Co., Hamilton
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Pulleys
The G. S. Rollston Hardware Specialty Co., Vancouver, B.C.

Clothes Reels and Lines.
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co. Hamilton.
R. McMaster, Vancouver.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage.
Hamilton Cotton Co., Hamilton
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,
W. D. Beath & Son, Ltd., Toronto

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Drills---Brick and Stone
Star Expansion Bolt Co., New York

Electric Dry Batteries
Electrical Specialties, Ltd., Toronto

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James. Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engine Supplies, etc.
Kerr Engine Co., Walkerville Ont
Penberthy Injector Co, Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Montreal
Owen Sound Wire Fence Co., Owen Sound.
Watson, Jack & Co., Montreal

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Ltd., Montreal

Filters
Anti-Splash Filter Co., Owen Sound,

Firearms and Ammunition.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.

Fire Escapes
Dennis Wire & Iron Co., London

Food Choppers
Enterprise Mfg. Co., Philadelphia, Pa

Fret Saws
Hobbies, Limited, Dereham, Englane

Fret Work Outfits
Hobbies, Limited, Dereham, England

Furnaces.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing
Canada Metal Co., Toronto
U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Galvanized Iron
John Lysaght, Ltd., Bristol, Newport and Montreal.

Glass
Pilkington Bros., Ltd., Montreal

Glass Cutters
W. L. Barrett, Bristol

Glass Ornamental
Pilkington Bros., Ltd., Montreal
Toronto Plate Glass Importing Co Toronto.

Glass Wired
Pilkington Bros., Ltd., Montrea

Glaziers Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Ryall Tool Co., Montreal

Glue.
The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appley Bridge, Eng

Handles
Still, J. H., Mfg. Co.

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganonoque
Taylor-Forbes Co., Ltd., Guelph, On

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.

Hoop Iron.
Frothingham & Workman, Ltd., Montrea
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Montreal Rolling Mills, Montreal.
Jas. Pender & Co., Ltd., St. John, N B.

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia

Ice Cutting Tools
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Ladders
Martin, S. B., Dalton, Ohio, U.S.A.

Lamp Black.
E Fielding, Toronto

Lanterns
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont
Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Locks, Knobs, Escutcheons, etc
Corbin Cabinet Lock Co., New Britain, Conn.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.
Lion Metal Co., Montreal

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
Jas. Pender & Co., Ltd., St. John, N.B.
United States Steel Products Export Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto, Ont.
Wright, E.T., & Co., Hamilton, Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Dennis Wire & Iron Co., London Ont.
Canadian Wire Goods Mfg. Co., Hamton

Padlocks
Corbin Cabinet Lock Co., New Britain, Conn.

Pail Clasps
J. N. Warminton, Montreal

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne, Engl
Canada Paint Co., Montreal.
Dods, P. D. & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin. & Co. Toronto.
Pilkington Bros., Ltd., Montreal
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Martin-Senour Co., Montreal

Paris Green
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne.

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Plows.
The Paris Plow Co., Paris, Ont

Portland Cement.
Canada Cement Co., Ltd., Montreal
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Razors.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Reaper and Mower Supplies
Thos. Garfitt & Son

Registers
The Canadian Ferrosteel Co., Bridgeburg, Ont.
Hart & Cooley Co., New Britain, Conn
A. Welch & Son, Toronto.

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Brantford Roofing Co., Brantford.
Barber Asphalt Co, Philadelphia
Winnipeg Paint & Glass Co., Winnipeg
United Roofing & Mfg. Co., Philadelphia, Pa.
Lockerby & McComb, Montreal
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.

Rubber Stamps
Hamilton Stamp and Stencil Works, Hamilton

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Sad Irons
The Dover Mfg. Co., Canal Dover, O.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Simonds Mfg. Co., Fitchburg Mass.

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton. On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J

Shaft Splice
Hercules Shaft Splice Co., Stratford, On

Shovels and Spades.
Frothingham & Workman, Montreal.

Silverware.
McGlashan, Clarke Co., Niagara Falls.

Snaps
Covert Mfg. Co., Troy, N.Y

Sprayers
Cavers Bros., Galt, Ont.
Thos. Davidson Mfg. Co., Montrea
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Export Co., Montreal

Stencils
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton, Ont.

Stoves, Furnaces
Burrow, Stewart & Milne Co, Hamilton
W J Copp, Son & Co, Fort William, Ont
Canadian Heating & Ventilating Co. Owen Sound.
Davidson, Thos., Mfg. Co., Montreal.
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Jas Smart Mfg Co, Ltd, Brockville, Ont

Stove Repairs
Jones Bros., Toronto

Tackle Blocks
Boston and Lockport Block Co., East Boston, Mass.

Tacks.
Montreal Rolling Mills Co., Montreal.
Canada Screw Co, Hamilton
U.S. Steel Products Export Co., Montreal

Tapes.
Lufkin Rule Co., Windsor, Ont
Jas. Chesterman & Co., Sheffield Eng.

Tin Plate.
A. C. Leslie & Co., Montreal

Toe Calks
Jas. Pender & Co., Ltd., St. John, N.B.

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal

Vacuum Cleaners
Universal Vacuum Cleaner, Limited, Montreal

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Washing Machines, etc
J. H. Connor & Son., Ottawa, Ont.
Dowswell Mfg. Co., Hamilton, Ont
D. Maxwell & Son, St. Mary's, Ont

Washing Machines—Power
Excello Specialty Co., Berlin, Ont.

Wagons—Children's.
Woodstock Wagon Co., Woodstoc

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montrea
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Wm Stairs Son & Morrow Co., Halifa

Wire Clutch Nails
J. N. Warminton, Montreal

Wire Goods
Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

Woodenware
Wm. Cane & Son, Newmarket

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN



GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

Don't let your stock get too low—unsatisfied inquiries mean lost customers.
Our specialty is a high-grade line of

WIRE NAILS

WIRE BALE-TIES. WIRE BARREL HOOPS.
BRIGHT AND ANNEALED WIRE OF ALL KINDS.
Ask your jobber for the Laidlaw line.

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO
Vancouver—George W. Laidlaw Winnipeg—Harry F. Moulden



Marksmen are not Prejudiced Fools!



and when they see that the best scores are made with Ross Rifles, that sportsmen armed with Ross Rifles come home with the best bags, they naturally arm themselves with same rifles.

Dealers just as naturally and intelligently prepare themselves to meet the marksman's wishes, otherwise there is a lost sale in the effort to sell some other arm.

To sell the best rifle made to the marksman who knows its possibilities and wants it at a good profit is the simple A.B.C. of business.

Write for catalogue, price lists and discounts to the trade.

ROSS RIFLE CO. - QUEBEC, P.Q.



Jobbers

When you see this Trade Mark on a package the contents are the best of their kind. The quality of our

STOVE and TIRE BOLTS; BRIGHT WIRE GOODS

Wood and Machine Screws; Wire Nails; Iron, Brass and Copper Rivets and Burrs; Tacks (all kinds); Staples; Corrugated Fasteners: Sink and Sleigh Shoe Bolts; Wire—Bright Coppered, Tinned, in coils or cut to lengths, etc., is unsurpassed and uniform.

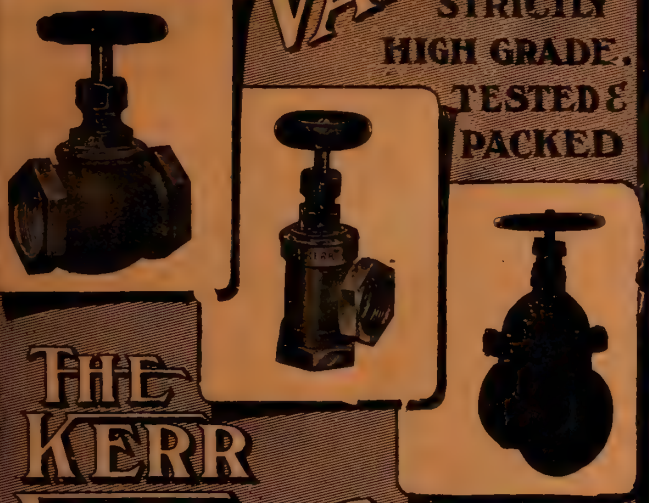
All jobbers supply our goods

Canada Screw Company, Limited

TORONTO HAMILTON MONTREAL

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED



THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

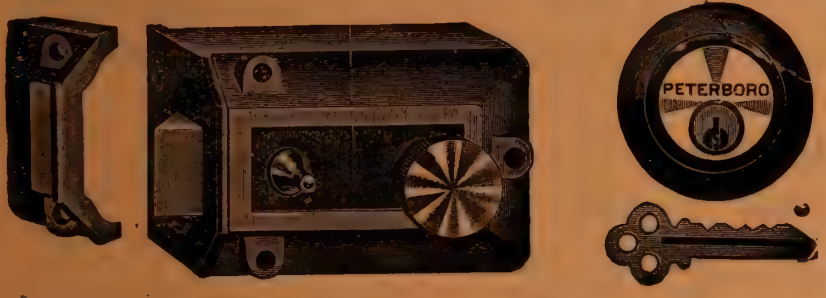
Chicago Spring Butt Company,

CHICAGO NEW YORK

Send for Catalogue M 26

We're at it again—reminding you that our range of rim and mortise locks and of inside, front and store door sets cannot be beaten for quality and price. You will find they just fill your requirements and will prove profitable sellers.

Write for Catalogue.



Cylinder Night Latch, No. 103

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bent Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., of Canada, Ltd.

Windsor, Ont.

London Office and Warehouse—24 and 26 Holborn.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals



Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



EKERT PROCESS

TRADE **RADIUM** MARK

PAT. IN CANADA 1907

VALVE DISCS



Nothing to equal them has ever been made

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Winnipeg Calgary Vancouver

"APOLLO"

Galvanized Sheet Steel

We carry a stock in all sizes and gauges and can make immediate shipment.

B. & S. H. Thompson & Co.

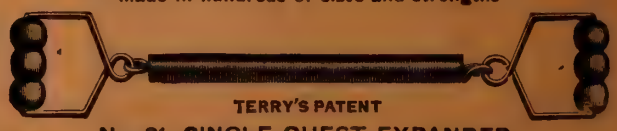
LIMITED

MONTREAL

MADE IN ENGLAND

TERRY'S (PATENT) STEEL SPRING EXERCISERS and DEVELOPERS

Made in hundreds of sizes and strengths



TERRY'S PATENT

No. 91. SINGLE CHEST EXPANDER.

Size	0	1	2	3	3A	4	5	6
Trade Prices	17/6	22/	24/-	25/6	36/-	37/6	48/-	60/- per doz.

GOOD PROFITS

Send for 20/- parcel.



No. 92D. 6 STRAND CHEST EXPANDER.

Size	0	1	2	3	3A	4	5	6
Trade Prices	116/-	122/-	128/-	146/-	150/-	156/-	174/-	200/- per

Fitted with detachable springs, as illustrated.

SEND FOR TRADE LISTS. Hundreds of lines that sell.

HERBERT TERRY & SONS (Box 100)

The Spring Specialists REDDITCH, ENGLAND

Mention Paper

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 511 Union Bank Bldg.
New York: Rooms 1109-1111, 160 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, JULY 16, 1910 NO. 29

ANVILS BITS

HENRY BOKER

MANUFACTURER OF

ARROW BRAND

REGISTERED TRADE MARK

HARDWARE

SPECIALITIES OF ALL DESCRIPTIONS

PLYERS VICES

For Sale by Leading Wholesale Houses.

"Southern Cross" Black Sheets

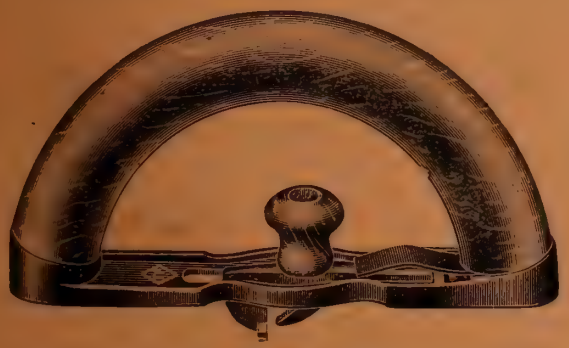
For Severe Work.

Easy to work and absolutely FLAT.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd
Montreal
Managers Canadian Branch

IT PAYS YOU BEST TO SELL THIS "MALLEABLE" IRON HANDLE



It is, by long odds, the best handle for Potts' Sad Irons made. It is an unbreakable malleable iron casting combined with apple-wood and will give your customers longer service than any other handle on the market.

Like all Taylor-Forbes lines, this handle is guaranteed flawless in workmanship and finish.

Ask your jobber for Taylor-Forbes Hardware Specialties

Taylor-Forbes Co., Limited

HEAD OFFICE AND WORKS

Guelph - Ontario

TAYLOR FORBES CO., Limited, 246 Craig St. West, MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B.
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travellers Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENGLAND

The Ironclad Alarm



"It Rings to Beat the Band."

YOU needn't know a *blessed thing* about clocks to sell an IRONCLAD. If it sells not *at sight,* it'll sell *on hearing.* Bring one on the counter—point out how *sturdily* it stands, how *mightily* it's shielded, how *huskily* it's built.

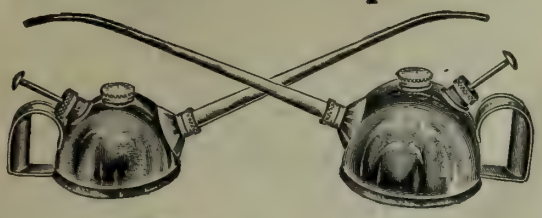
Make them weigh it, make them set the alarm off, make them stop it.—Make them *wind* the alarm tight and see how *long* it rings, how *true* it rings, how *loud* it rings, then say *"One Fifty, please"* and bring down another.

"Tell them to get it cleaned every other year."

Packed 12 in a box with advertising matter. Dealers' names printed free on dials in lots of 24.
Height 5 inches. Dial 2¾ inches. Weight 2½ lbs. Rings 35 seconds; can be shut off at will.

The Western Clock Mfg. Co.,
La Salle, Illinois.

Howland's Pump Oilers





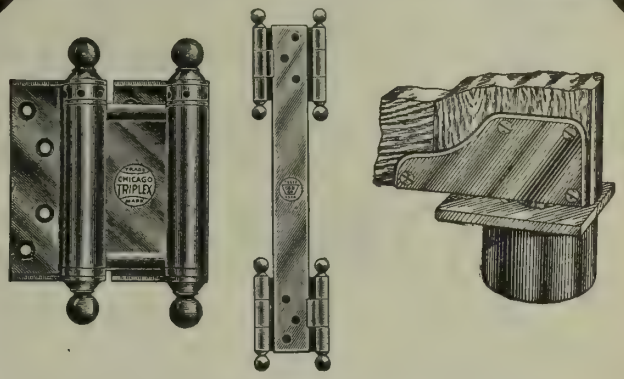
For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO — TRADE CSB CO MARK — NEW YORK

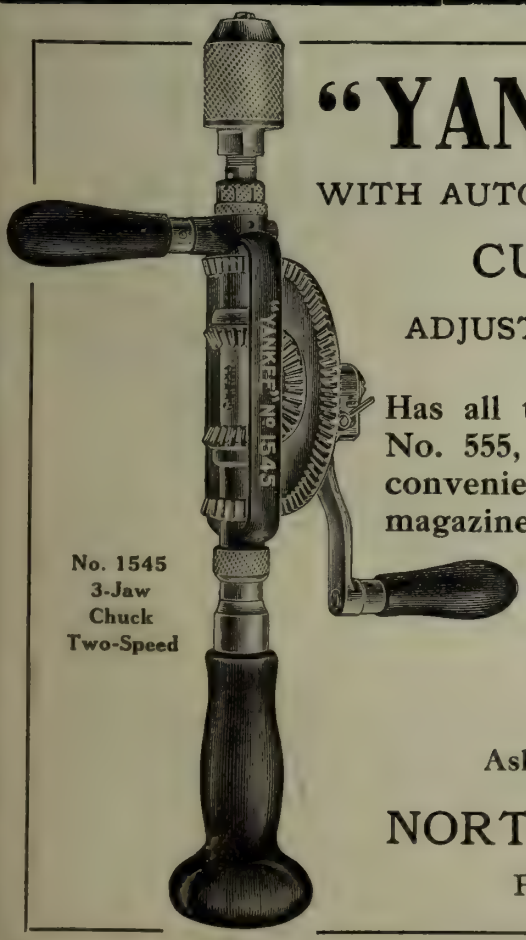
Send for Catalogue M 26

"YANKEE" Hand Drill

WITH AUTOMATIC DOUBLE RATCHET

CUT GEARS

ADJUSTABLE BALL BEARINGS



No. 1545
3-Jaw
Chuck
Two-Speed

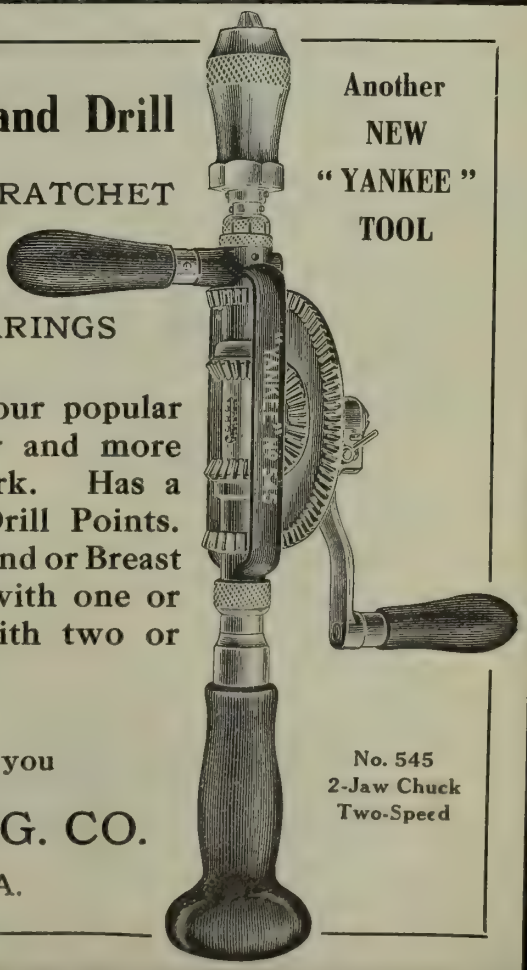
Has all the advantages of our popular No. 555, but a little smaller and more convenient for general work. Has a magazine ball handle for Drill Points. Can be used as a Hand or Breast Drill. Furnished with one or two speed and with two or three Jaw Chuck.

Ask your Jobber to quote you

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

Another NEW "YANKEE" TOOL



No. 545
2-Jaw Chuck
Two-Speed



"Quality is essential for reputation and profit.
It pays to sell goods you can guarantee."
—The Philosopher of Metal Town.

Every sheet fits evenly—each corrugation is guaranteed perfectly uniform.

CORRUGATED IRON

ROOFING AND SIDING

It's the "Metallic" workmanship that counts. Every employee of the large "Metallic" Plant is imbued with "Metallic" ideals—absolute perfection. The high standard of all "Metallic" goods is the result. "Metallic" Corrugated Iron is superior to all others. The corrugations are pressed one at a time—not rolled. The sheets fit perfectly —guaranteeing absolute satisfaction.

Flat or Curved—Galvanized or Painted.

Any Size or Gauge.

Send for special prices on car lots or season's requirements. Also ask for new illustrated price list No. 4.

Manufacturers of "Metallic" Building Materials, "Eastlake" Steel Shingles, "Metallic" Ceilings and Walls, "Metallic" Rock-faced Siding, "Metallic" Cornices, Steel Eavetrough, Conductor Pipe, Fireproof Doors and Windows, etc.

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

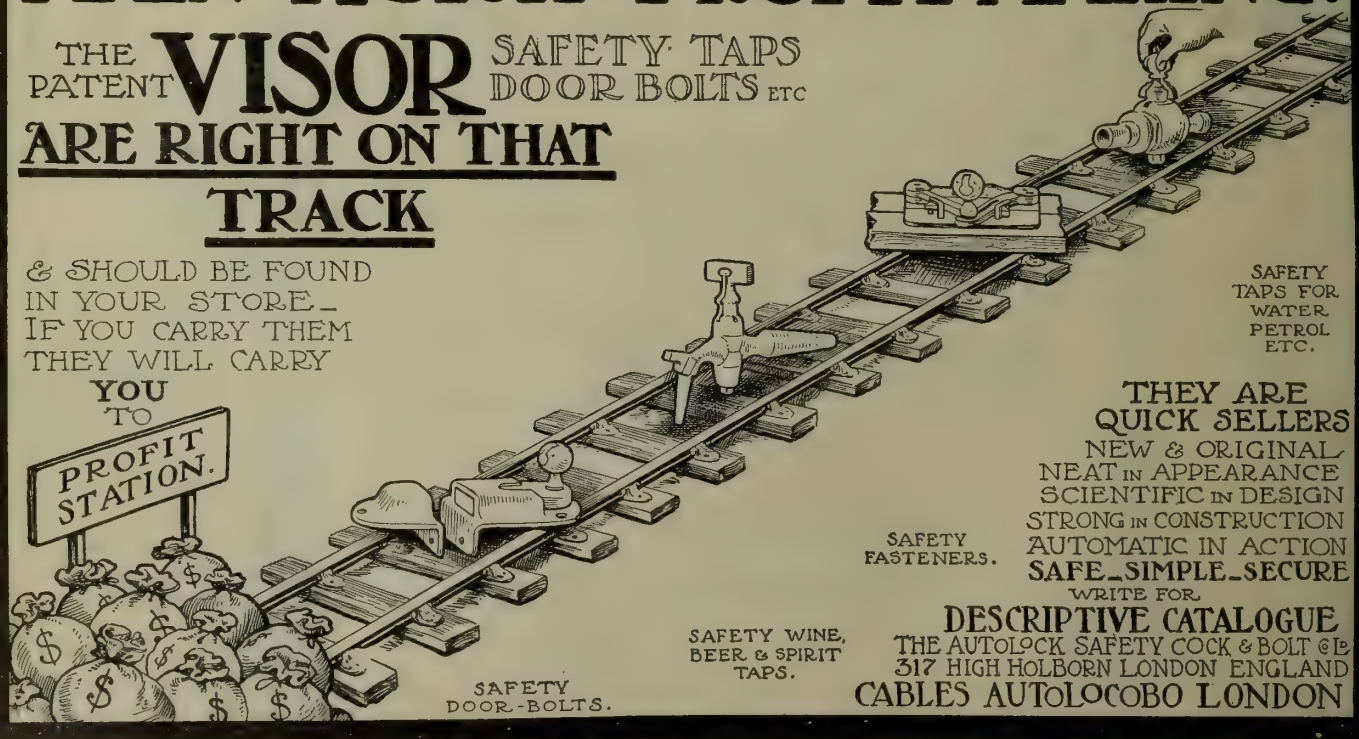
2407

YOU MUST KEEP ALONG THE MAIN TRACK TO PROFIT-MAKING.

THE PATENT **VISOR** SAFETY TAPS DOOR BOLTS ETC

ARE RIGHT ON THAT TRACK

& SHOULD BE FOUND IN YOUR STORE— IF YOU CARRY THEM THEY WILL CARRY YOU TO PROFIT STATION.



THEY ARE QUICK SELLERS
NEW & ORIGINAL
NEAT IN APPEARANCE
SCIENTIFIC IN DESIGN
STRONG IN CONSTRUCTION
AUTOMATIC IN ACTION
SAFE—SIMPLE—SECURE

WRITE FOR
DESCRIPTIVE CATALOGUE
THE AUTOLOCK SAFETY COCK & BOLT C° LD
317 HIGH HOLBORN LONDON ENGLAND
CABLES AUTOLOCOBO LONDON

KRAFT



We have tried all kinds of Wrapping Paper in our Order Dept. and have found **"KRAFT"** superior to all. Made from wood pulp, it is lighter in weight and much tougher, and doesn't cost half as much as the old kind.

The Regular Stock Sizes are as follows in Reams

24 x 36 inch	35 and 50 lbs.	
36 x 48 "	80 "	100 lbs.
40 x 60 "		160 lbs.

in Rolls

12 in., 15 in., 18 in., 20 in.,	30 lbs.
24 in.,	40 lbs.
30 in.,	50 lbs.

LEWIS BROS., Limited

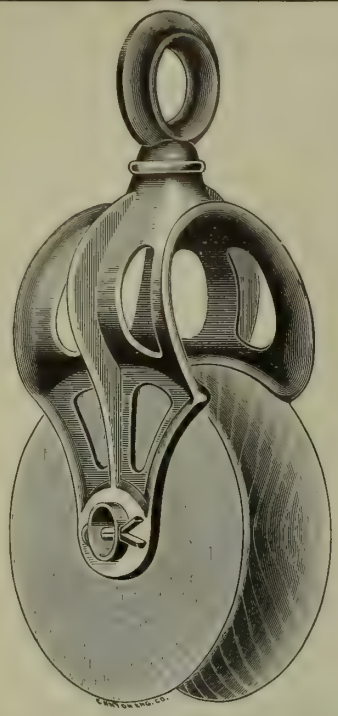
MONTREAL

OTTAWA TORONTO VANCOUVER

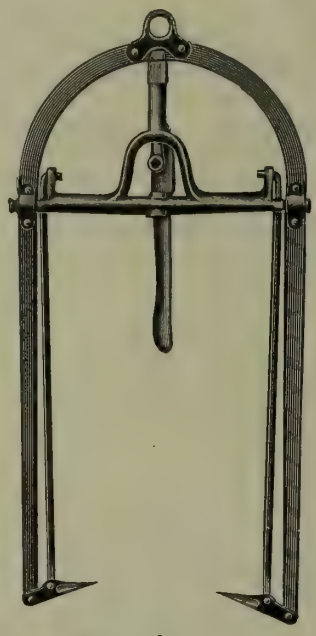
Seasonable Goods

A Profitable Line for the Hardware Trade During the Haying Season.

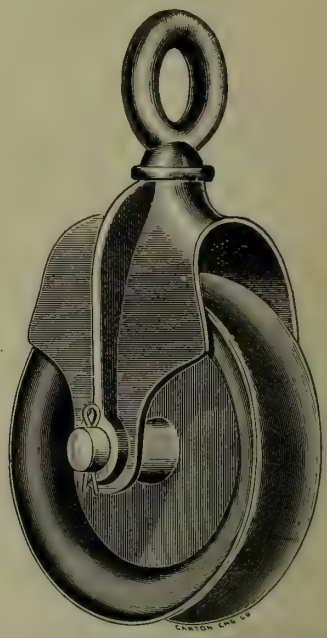
Write for Prices.



No. 118—Knot-passing Hay Fork Pulley.



Hay Forks.



No. 115—Cast Iron Sheave Hay Fork Pulley



Rafter Brackets





Rafter Brackets.



Floor Hooks.

No. 135—Hay Carrier.



Rafter Grapples.

WE SHIP PROMPTLY ***See our General Catalogue for this Line*** *WE SHIP PROMPTLY*

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

F. & W.

Repeating Rifles

At $3.25 Each, Net

While they last

We still have a few of our 13 Shot Swiss Repeating Rifles, with ordnance steel barrel, case hardened frame, long range sight, swivels and loops for sling strap. Each rifle is in perfect working order. Calibre .41.

Swiss Ball Cartridges

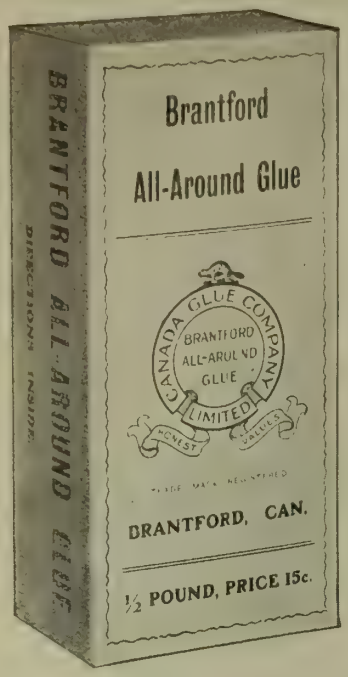
$25.00 Per Thousand

Loaded with Smokeless Powder

F.O.B. MONTREAL

Caverhill Learmont & Co

MONTREAL and WINNIPEG



Suggestion Leads to Sales

The Cabinet-maker, the Bookbinder, the Painter, the Carpenter needs **Glue** in his vocation—so does the householder in his **home**!

It will pay you to help them recollect their need by displaying prominently

BRANTFORD ALL-AROUND GLUE
(Granulated)

The High-grade Glue in the convenient package
Made in Canada

This method of packing glue is a new idea—an idea that makes the buying and selling of **Glue** more satisfactory both to you and your customer. It is clean, uniform, and prevents all waste.

AS FOR QUALITY—remember that the largest **Glue** manufacturing plant under the British Flag stands back of every package.

Brantford All-Around Glue is packed in one pound, one-half pound, and one-quarter pound cartons, retailing at 25c., 15c. and 10c. respectively. Ask for discount.

IF YOUR JOBBER CANNOT SUPPLY YOU—WE WILL

Canada Glue Co.
Limited
Brantford, Canada

MONTREAL
224 Lemoine St.

TORONTO
50 Front St. E

Manufacturers of Glue and Gelatine of all kinds, and for all purposes

JUST THE THING FOR THE SUMMER HOME



Neat
—
Compact
—
All Metal
—
Sanitary
—
Ventilated
—

In every situation where connection with a drainage system is impossible, the

DAISY
Indoor Sanitary Earth Closet

fills a long-felt want.
Being made entirely of metal, except the seat, no odours can permeate it, and it is easily set up.
A line every hardware man should push.

PRICE $10.00

LIBERAL DISCOUNT TO THE TRADE.

The Toronto Furnace and Crematory Co., Limited

72 King St. East, - Toronto

THE WHITE MOP WRINGER COMPANY



offers the **Largest Line of Mop Wringers** in the **World.** Latest improvements. Up-to-date.

Satisfaction Guaranteed

The Best Mop Wringer

Why? Because easiest to operate, wrings driest, and is the most durable on the market. Adapted to sheet iron or wooden pails. Free display rack. Liberal discounts. Write to-day for catalogue

MADE IN CANADA

WHITE MOP WRINGER CO.
Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively

This Trade Mark Insures Genuineness Originality Perfection Satisfaction

A Big Line

Three styles Barn Door Hangers.
Rolling Store Ladders.
Channel Track—the strongest made.
Also Barn Door Pulls, Barn Door Latches, and Harness Hooks.
Send for export prices and terms to agents. Everything guaranteed.

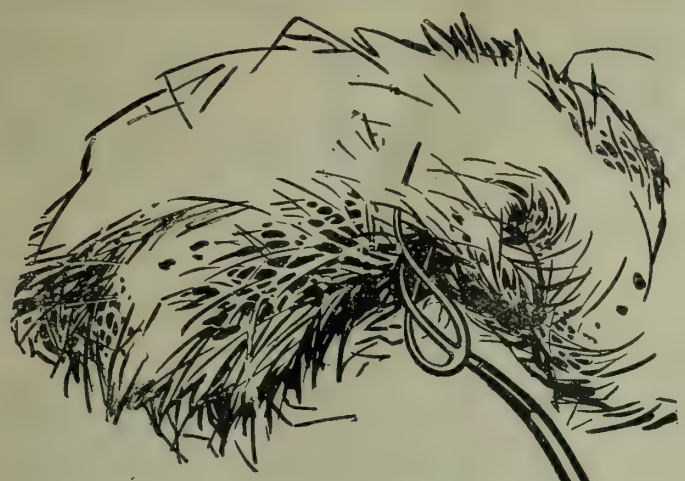
Respectfully,
S. B. MARTIN

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO.
LIMITED
GUELPH, ONT.



—**Hay Forks.**
—**Barley Forks.**
—**Manure Forks.**
—**Barn Forks.**
—**Potato Forks.**
—**Spading Forks.**
—**Potato and Manure Drags.**
—**Hoes:** Garden, Field, Turnip, Carrot, Mortar and Dutch, etc,

"SAMSON"

Selling Features

(1) The Handles are made from the highest grade of Canadian Second Growth White Ash especially selected for these goods.

(2) All Forks are made from hammered drawn steel, oil tempered, carefully and severely tested before leaving the factory, thus reducing to a minimum the danger of breakage in use, an item of interest which cannot be too often repeated in making sales.

(3) The Tines of the Manure Forks are properly hung, something the user appreciates. The same may be said of the Hay, Spading, Straw and Barley Forks.

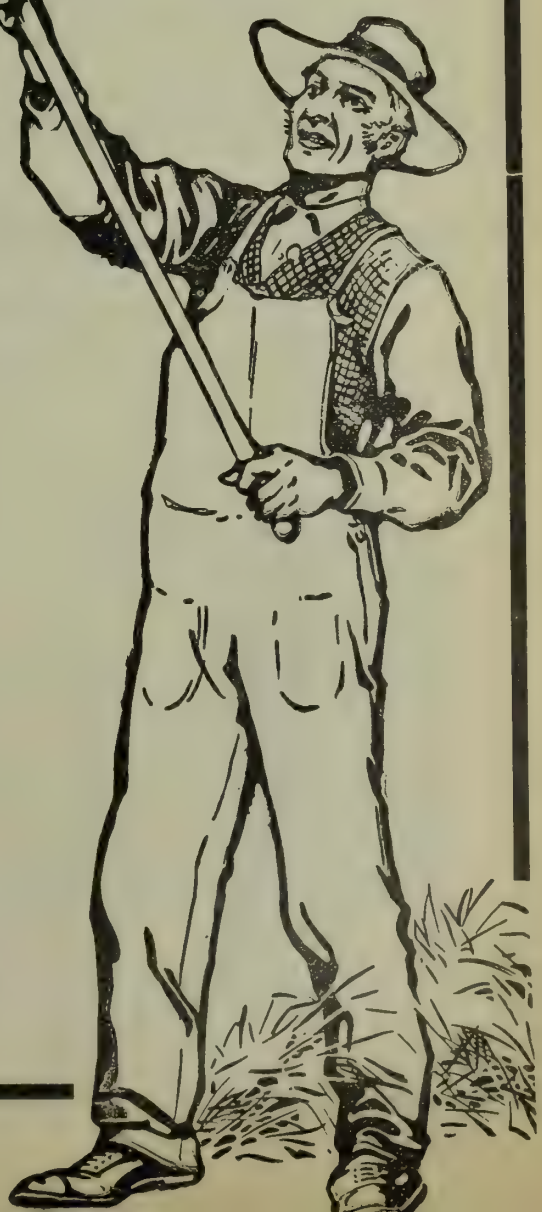
That Count

(4) The Turnip Hoe Blades are all carefully adjusted, enabling the user to draw and push back the soil, for which purpose a Turnip Hoe is designed. Also note the shape of the handles.

(5) Field and Garden Hoes. These are welded and proportioned so that the pull comes from a point near the centre of the blade.

(6) A nail is driven into the ferrule and through handle, therefore eliminating the danger of ferrule coming off. All Hoes are sharpened.

(7) Each handle is wrapped in a paper bag, insuring clean goods for stock.



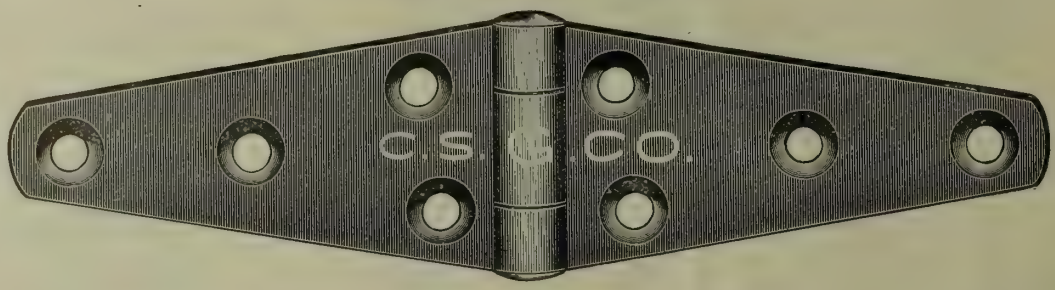
H. S. Howland, Sons & Co., Limited

We Ship Promptly — WHOLESALE HARDWARE TORONTO — Our Prices are Right

Graham Nails are the Best!

"SOME CLASS"

TO HINGES LIKE THESE



A Hinge of Superior Finish and Workmanship that positively will not bind at the joint.

Sold by all Leading Wholesale Hardware Houses.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

Seasonable Goods

Water Coolers

with or without Carbon Filters



Nicely Japanned in attractive colors and ornamented.

PLATED FAUCETS

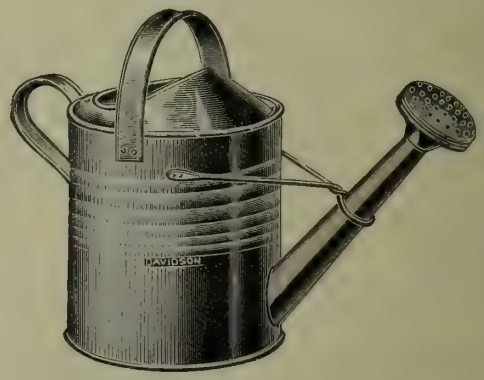
We can supply them in the following sizes:

Without Filter
Gallons: 2, 3, 4, 6, 10, 15

With Filter
Gallons: 3, 4, 6, 10

Each Cooler carefully packed in a separae case —which assures delivery in perfect condition.

Sprinklers



Japanned in Bright Green with Patent Cleanable Rose

7 Sizes. Quarts, 1, 2, 3, 6, 10, 14, 16

GALVANIZED

Very Strong and Made to Last

3 Sizes, Quarts 10, 16, 20.

Write for Prices

THE THOS. DAVIDSON MFG. CO., Limited, Montreal and Winnipeg

Disston Post-Hole Diggers



The wide variety of tools in which Disston steel is used includes the two most sensible and covenient types of post-hole diggers that have been invented.

Handles of the "Samson" are made of Maplewood. Handles of the "Rapid" are made of Ash. All timber used is thoroughly seasoned and selected with the greatest care.

Blades of both diggers are of solid steel, forged to shape.

Disston post-hole diggers have stood the test of years. They have given complete satisfaction in every part of the world to which they have been shipped—and we have sent them to nearly every part. They work free and easy and are far superior to all plungers, augers and boring tools.

The "Rapid" is used as a transplanter as well as a digger.

If you are unable to obtain the Disston Brand, write us and we will see you are properly supplied.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works. : : : Philadelphia, Pa., U.S.A

BRANCHES:—CHICAGO, CINCINNATI, BOSTON, NEW ORLEANS, MEMPHIS, SAN FRACISCO, SEATTLE, PORTLAND, SPOKANE, VANCOUVER, TORONTO.



Outside appearance of "MAXIMUM LIGHT GLASS."

MAXIMUM DAYLIGHT GLASS

This glass is far superior to the ordinary flat back prism. Sample and price mailed on request. Comparison will prove its superiority over all other light producing glass. Stocks carried at all our branches.

THORNE HOLD-FAST METAL BAR

Write for special catalogue and sample.

Hobbs Manufacturing Co., Limited

Offices and Warehouses

LONDON WINNIPEG MONTREAL TORONTO

Whenever you Want

To SELL A BUSINESS

BUY A BUSINESS

HIRE A CLERK

LOCATE A NEW POSITION

or get into touch with the whole hardware trade for any other purpose—try a Hardware and Metal Want Ad.

Rates, payable in advance:

2 cents per word first insertion
1 cent per word subsequent insertions
5 eents additional each insertion when box number is required.

For a few cents you can introduce your proposition to nearly everyone interested in the Canadian Hardware Trade.

Condensed or "Want" Advertisements

AGENCIES WANTED

THE HOMES' HELP, No. 20 Charlotte St., Port-of-Spain, Trinidad, B.W.I., are prepared to receive consignments, also agencies throughout Canada. Correspondence solicited. (32)

BUSINESS CHANCES

EXCELLENT OPENING for plumber and tinsmith. Also small stock hardware, $2,000. Good building, centre of town, 2000 population, good farming district. Plate front, good opportunity for good tradesman in tin or plumbing. Stock reasonable; figure on dollar; will sell or rent building. Apply R. A. SCOTT, Alliston, Ont. (32)

FOR SALE—A1 hardware business in western Ontario. Stock about $15,000. Net profit last year $10,000 (ten thousand dollars). Good premises, reasonable rent, either whole or half interest. Senior partner retiring. Box 1009, HARDWARE AND METAL, Toronto. (29)

RENT OR SALE—A first-class store for hardware or plumbing. Toronto west end. Growing section. No opposition. Includes living apartments. Reasonable price. L. J. LUGSDIN, 79 Adelaide St. East, Toronto. (29)

FOR SALE—Retail hardware business, established 20 years ago by Geo. B. Morris and conducted by the present owners for the last 4 years. In connection with the winding up of the existing partnership, the business is offered as a going concern. Correspondence invited. McMillan Bros., Guelph. (25tf)

FOR SALE—In live central British Columbia town—fruit and vegetable growing district, getting better every year—a clean, well-kept hardware stock. Fine store, low rent. Plumbing and jobbing shop in connection. Stock about $13,000; net profits last year over $5,000. Proprietor has to give attention to other business. Favorable terms to right man. A splendid opportunity for energetic man who knows the business. Address Box 1008, HARDWARE AND METAL, Toronto. (29)

HARDWARE AND MACHINE BUSINESS FOR SALE in one of the best new towns in Southern Alberta; turnover for 1909, $30,000; stock $9,000. Will sell or rent buildings. Box 1006, HARDWARE AND METAL, Toronto. (32)

HARDWARE AND TIN BUSINESS FOR SALE—Ontario town. Attractive business centre. Always strong trade conditions. Stock $14,000. Turnover $45,000. Terms easy. Full money payment not required. Would consider competent and desirable man for partner. Apply Box 998, HARDWARE AND METAL, Toronto. (25tf)

FOR SALE

FOR SALE — Set second-hand tinner's tools, in good condition. JOHN DUFTY, Broadview, Sask. (31)

FOR SALE—An old established Hardware, Heating and Plumbing business in a city of nearly 100,000. Address Bruce, HARDWARE AND METAL, Toronto, Ont. (32)

HARDWARE, TINWARE, PLUMBING and coal business for sale. One of the best manufacturing and prosperous towns in Ontario. Fine premises, centrally located, for sale or rent. Stock about $7,000; turnover 1909, $21,000. Rate on dollar; easy terms. Must be sold owing to death of partner. Apply Weppler & Helwig, Hanover, Ont. (31)

FOR SALE—Balance of stock in whole or in part of established and going hardware business at Brampton, Ont., to wind up concern owing to death of proprietor. Included in above or sold separate are 32 boxes Canada Plates (half-and-half), 3 cases of iron 30x96 and 1 case 24x96. Apply Bright & Thayer, Brampton, Ont. (29)

MISCELLANEOUS

A BOOK-KEEPING STAFF IN ITSELF—DOING the work with machine-precision and accuracy, the National Cash Register. Write for demonstration literature. The National Cash Register Co., 285 Yonge St., Toronto.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

ANY MAN who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. In case of loss or delay prompt refund is arranged or new Order issued.

A BOON to every hardwareman. A perfectly reliable fountain pen is to be found in the Beaumel "Rival" Pen. Easy to fill, non-leakable, and writes with exceptional smoothness. Gold nibs of thicknesses to suit every style of handwriting. Guaranteed in every respect. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited. Manufacturing Stationers, Toronto. (tf)

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

DISPLAY YOUR GOODS to better advantage by using up-to-date fixtures. We are specialists in planning stores and offices. Get catalogue "J." which contains illustrations of many new features and several handsomely equipped stores and offices. Jones Bros. & Co., Ltd., 30-32 Adelaide Street W., Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

ERRORS AVOIDED, LABOR SAVED Using the Shouperior Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet, perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full inquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

IF YOU have been afflicted with one of those fountain pens that won't write when you want it to, or leaks when you don't want it to, give it away to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Co., Toronto, sole agents for Canada.

KAY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in Carpets, Rugs, Furniture, Draperies, Wall Papers and Pottery, with cash prices. Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

KEEP ACCOUNTS WITHOUT BOOK-KEEPING. Formerly accounting meant keeping books. Today you can keep accounts cheaper, better, quicker and more accurately by discarding all books and installing a McCaskey Account Register. Don't be skeptical—investigation costs nothing. Write to-day. Dominion Register Co., Ltd., 100 Spadina Ave., Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto. (tf)

SAVE 50% OF COST of handling merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelorete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WE ARE OFFERING A FEW SPECIAL BARGAINS in Remington and Smith Premier Typewriters. These are real bargains. The Monarch Typewriter Co., Ltd., 98 King Street West, Toronto.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Ltd., 33 John St., Hamilton, Ont. (tf)

WHEN buying bookcases insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

SITUATIONS WANTED

EXPERIENCED TRAVELER seeks re-engagement or would entertain responsible indoor position. A1 references. Box 1012, HARDWARE AND METAL, Toronto. (34)

HARDWARE CLERK with three years' good experience wants position. Good salesman and stock-keeper; good references. Apply P.O. Box 24, Crysler, Ont. (29)

POSITION WANTED AS SUPERINTENDENT General or tool-room foreman, by first-class mechanic, over 20 years' experience on tools. Specialties, hardware and automobile manufacturing, and thoroughly up-to-date in latest production methods. Address Box 1016, HARDWARE AND METAL, Toronto. (30)

TRAVELLER, A1 man well acquainted with hardwaremen throughout Ontario and now with prominent wholesalers is open to improve position. Box 1011 HARDWARE & METAL, Toronto. (29)

SITUATIONS VACANT

WANTED—An A1 man to take charge of a well established Winnipeg hardware, plumbing and heating business. Good salary. Would prefer a man with from $1,000 to $2,000 to invest in business. This is a splendid opportunity for the right man. Box 7, HARDWARE AND METAL, 511 Union Bank Building, Winnipeg. (26tf)

WANTED—Energetic, up-to-date thoroughly posted hardware man for Manager Retail Department, general hardware, stoves, sporting goods, etc. by concern doing large general hardware, jobbing and mill supply business. Good position for the right man. Give experiences, references, age and salary expected. Address, Box 989, Hardware and Metal, Toronto. (19tf)

WANTED—A traveler to represent a newly established Woodenware concern, selling their line to hardware and furniture dealers. Territory at present Province of Ontario. State experience, age and salary expected. Address, Box No. 1015, HARDWARE AND METAL, Toronto. (31)

WANTED—Hardware clerk. Must be expert salesman, good window dresser, good stock-keeper. Apply, stating experience, references and salary, to George Taylor Hardware Co., Limited, Cobalt, Ont. (30)

IT'S WORTH WHILE TO BE FIRST!



YOU no doubt noticed our first "GILLETTE Depot" Sign advertisement on the inside front cover of HARDWARE AND METAL three weeks ago. Thought you would write for the Sign, too, didn't you, but just put it off?

Well, the first mail on the following Monday morning brought us half a hundred requests from men who do not put things off, and the "GILLETTE Depot" Signs went to each of them the same day. Each mail brought in dozens more requests—and the signs went out at once.

By the middle of that week there was probably a "GILLETTE Depot" Sign up in *your town*, pulling the business to your hustling competitor.

Here are the first sixty up-to-the-minute dealers who wrote for the

"GILLETTE DEPOT" SIGN

W. Booth,	Trenton, Ont.
F. K. Brown,	Port Colborne, Ont.
J. Garnet Armstrong,	Lucknow, Ont.
Joseph F. Bardsley,	St. John, N. B.
Geo. Y. Dibblee,	Fredericton, N. B.
C. T. Adams & Co.,	Sault Ste. Marie, Ont.
Boehmer Bros.,	Berlin, Ont.
C. B. Clarke,	Hanover, Ont.
J. Austin & Co.,	Simcoe, Ont.
Dunlap Bros. & Co.,	Amherst, N. S.
The 2 Barkers, Limited,	Amherst, N. S.
G. W. Clarke & Co.,	Montreal, Que.
Connely, Fairweather Hdw. Co.,	Sussex, N. B.
A. M. Cappiello, Ltd.	Huntingdon, Que.
C. A. Adams,	Kemptville, Ont.
R. Chestnut & Sons,	Fredericton, N. B.
O. C. Abbott,	Smith's Falls, Ont.
W. Colwell,	Wallaceburg, Ont.
Beauvais Bros.,	Montreal, Que.
R. H. Blackmore,	St. Thomas, Ont.
F. C. Benzanson & Co.	Sydney, N. S.
Barfelt Bros.,	Colborne, Ont.
A. D. Bullock,	Brighton, Ont.
Chas. E. Boyd,	Simcoe, Ont.
R. Duncan,	Montreal, Que.
A. T. Brown,	Acton, Ont.
J. G. Collinson,	Dundas, Ont.
Geo. D. Dahmer,	Conestogo, Ont.
Aikenhead Hardware, Ltd.,	Toronto, Ont.
C. Fred Chestnut,	Fredericton, N. B.
Bernhardt & Gies,	Preston, Ont.
Milton Carr & Son,	Cobalt, Ont.
W. H. Hellyar,	Clinton, Ont.
Alf. L. Jolicoeur,	Quebec, Que.
The Rexall Store (F. A. Girdwood),	Perth, Ont.
W. E. Austin,	Gananoque, Ont.
Leger L. Hardy Co.,	St. Basile, Que.
H. W. Marshall,	Kingston, Ont.
Bartram & Co.,	Parkhill, Ont.
W. J. Hughes,	Carleton Place, Ont.
E. J. Fawell,	Thornbury, Ont.
The Mowat Hdw. Co., of Trenton,	Trenton, Ont.
Peter Hope, Ltd.,	Perth, Ont.
W. F. Mickus,	Preston, Ont.
Blake L. Booth,	Welland, Ont.
W. A. Mitchell,	Kingston, Ont.
H. S. Howland, Sons & Co.,	Toronto, Ont.
E. Gaulin,	Ottawa, Ont.
Felt Bros.,	Oshawa, Ont.
Geo. L. Lander & Co.,	Oshawa, Ont.
E. Lamarche,	St. Hyacinthe, Que.
Hurd & Company,	Ottawa, Ont.
Lecours & Decary,	Montreal, Que.
Markham Drug Co.,	Markham, Ont.
Adams & Vandusen,	Picton, Ont.
The P. Hymen Co., Ltd.,	Berlin, Ont.
Earnest C. Brisco,	Chatham, Ont.
Edmund Eaves, Limited,	Montreal, Que.
Lariviere, Inc.,	Montreal, Que.
J. C. Robertson,	North Sydney, C. B.

Thre are still hundreds within your reach who are going to buy GILLETTES. Better not lose any more time in writing for the "GILLETTE Depot" Sign—and getting it up on your store front.

Gillette Safety Razor Company of Canada, Limited

Office and Factory—63 St. Alexander Street, Montreal.

ZINC ORNAMENTS

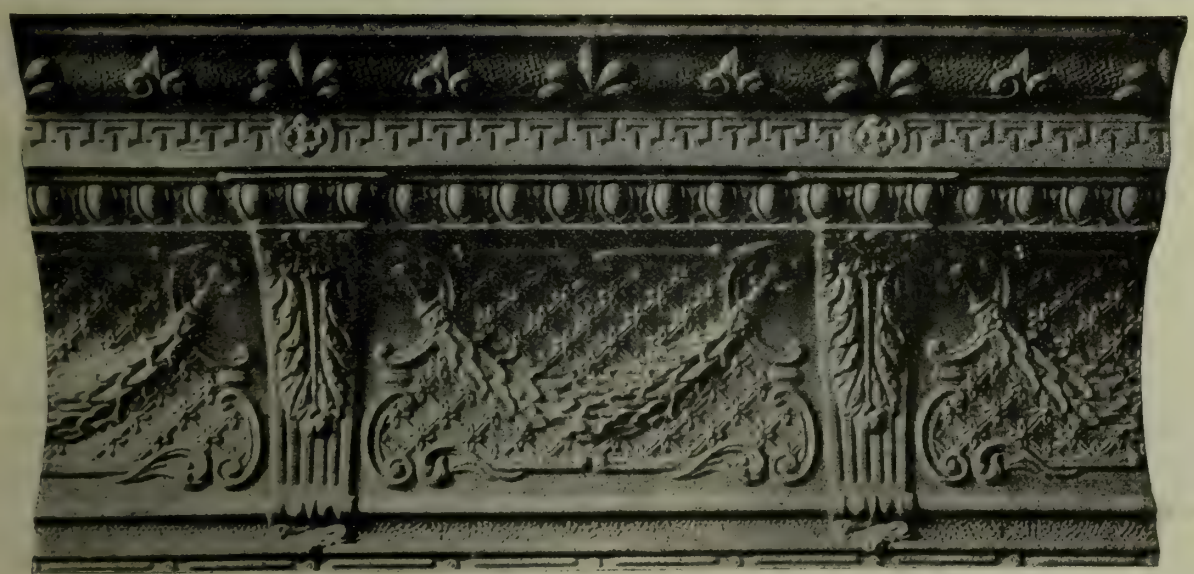
An extensive range to select from. Special designs made to order on short notice.

Every little while we make new additions to our already extensive range of zinc ornaments. This class of work is a specialty with us and we have originated many exceptionally handsome ornaments for use in connection with outside cornices, pilasters, capitals, pediments and other purposes. We have unsurpassed facilities for doing special work on short notice. When figuring on a contract calling for zinc ornaments it will pay you to consult us for suggestions.

METAL SHINGLE AND SIDING CO., Limited

Branch Office and Factory, Montreal, P.Q. **PRESTON, ONTARIO**

Our Goods are carried in stock at the following centres: St. John. N. B., Emerson & Fisher; Quebec, J. A. Bernard: Toronto, G. P Breckon & Co.; Winnipeg, Clare & Brockest; Calgary, Ellis & Grogan; Vancouver, Wm. N. O'Neil & Co.



"Galt" Metal Ceiling

"Lead and Steel Die Process."

Notice the sharp, clear-cut embossing of this new Colonial-Empire Cornice of ours. It's an example of how carefully and faithfully the detail in our ceilings is brought out.

By our "Lead and Steel Die Process," a lead upper-die in which the pattern is kept sharp and fresh by frequent renewing, is used with a hardened-steel lower-die in which the design is moulded and beads are cut.

"Galt" Metal Ceiling contains no cracks or other defect caused by worn or warped dies. A clean, sharp impression in a good steel plate. Costs no more than old-fashioned stuff. Why not try it on your next job? Catalog "A-3" sent upon request.

The Galt Art Metal Co., Ltd., Galt, Ont.

Bell Brand Horseshoes

TRADE MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

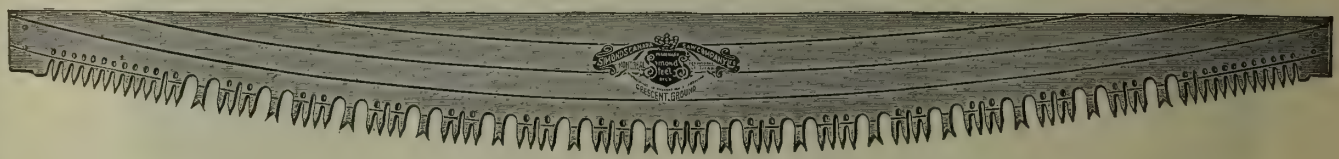
Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited	BELLEVILLE
Toronto Bolt and Forging Company, Limited	SWANSEA, SUNNYSIDE
Gananoque Bolt Company, Limited	GANANOQUE
Brantford Screw Company, Limited	BRANTFORD

Head Office - - - - TORONTO, ONTARIO

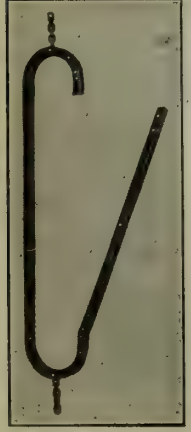
Simonds "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. Montreal, P.Q., Vancouver, B.C., St. John, N.B.



Patent Pending OPEN

Beath's Stanchion Cow Tie

A MARVEL OF SIMPLICITY, STRENGTH and RELIABILITY

Excels in Every Point—Good Appearance—Absolutely Noiseless—No Springs—Sanitary
Made of High Carbon U Bar Steel—Extra Heavy
Hinge and Lock Simple, Easy working and Strong—No trappy mechanism to get out of order

Every farmer building new barns or remodelling their stables should adopt Beath's Stanchion Cow Tie. Used and endorsed by leading stock men everywhere.

There's Money in this Line for the Dealer!

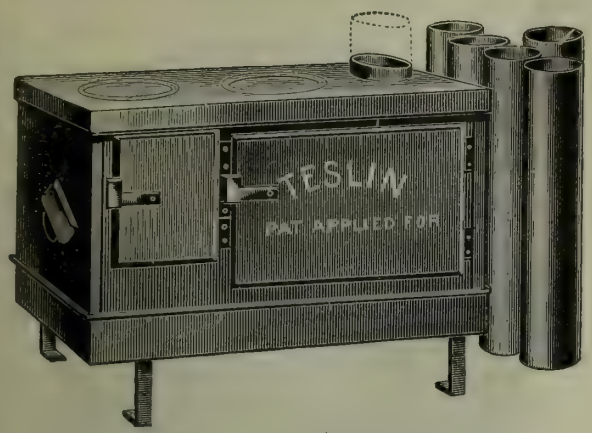
Write for prices and discounts. **W. D. BEATH & SON, Limited** TORONTO Canada



Patent Pending CLOSED

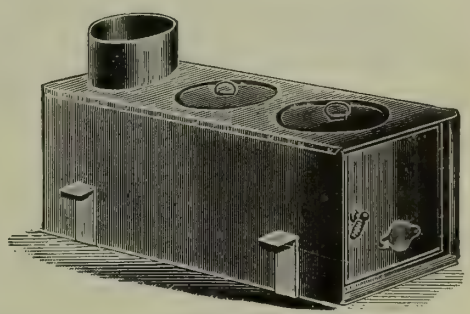
Campers' Supplies

Camp Stoves
Oil Stoves
Gasoline Stoves

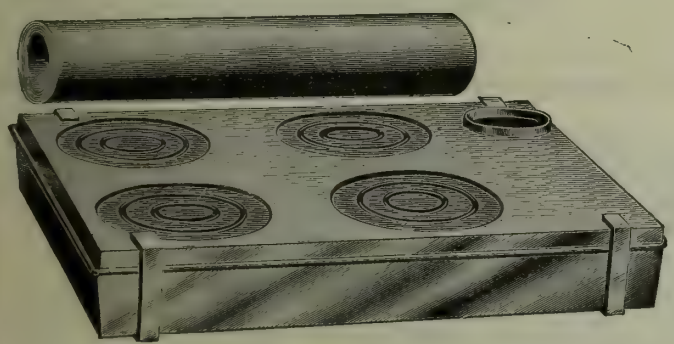


"Teslin" Camp Cook Stove
Built up.

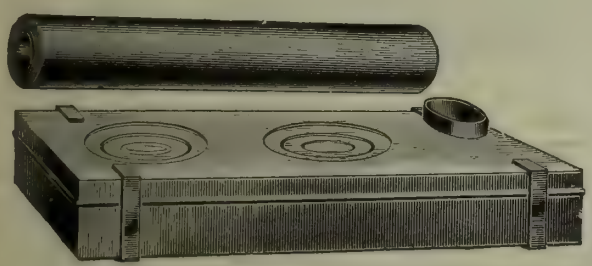
Gasoline and Oil Stove Ovens



"Clipper" Camp Stove
A serviceable Camp Stove, made in two sizes.

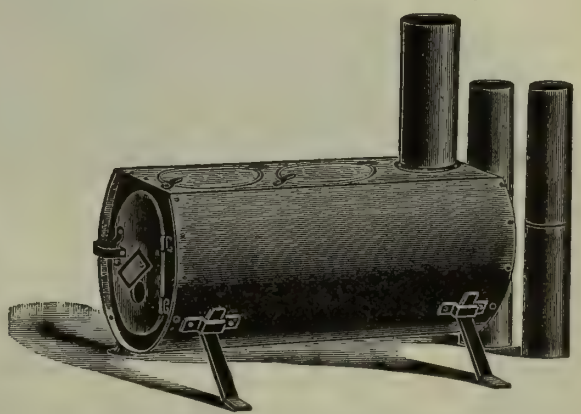


"Teslin" Camp Cook Stove
Knocked Down.



Two-Burner "Teslin"
Knocked Down.

Water Filters and Water Coolers.



"Steel B.C." Camp Stove
with deflected ends. Made entirely of steel, cannot be broken.

McClary's

London Toronto Vancouver St. John, N.B.
Montreal Winnipeg Hamilton Calgary Saskatoon

Superior Jewel Furnaces

PORTABLE OR BRICK SET

No. 200 SERIES

Steel Combustion Dome and Reverse Draft Pipe. Heating capacity from 12,000 to 15,000 cubic feet.

IMPORTANT FEATURES—Heavy Base Ring; Large, Deep Ash Pit; Large Ash-Pit Door; Revolving Sectional Grate; Sectional Flanged Fire Pot; Large Double Feed Doors; Heavy Steel Dome with Cast Iron Top; Special Damper and Dust Box to carry off dust.

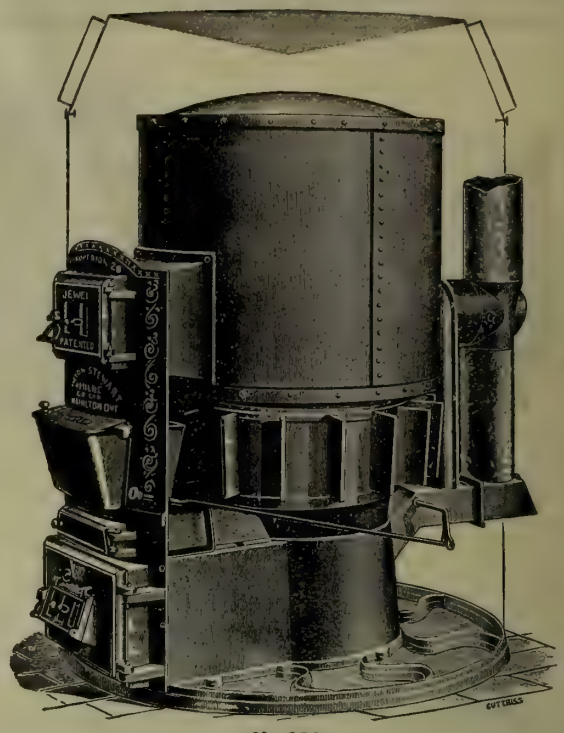
We manufacture different styles of furnaces for all purposes.

The

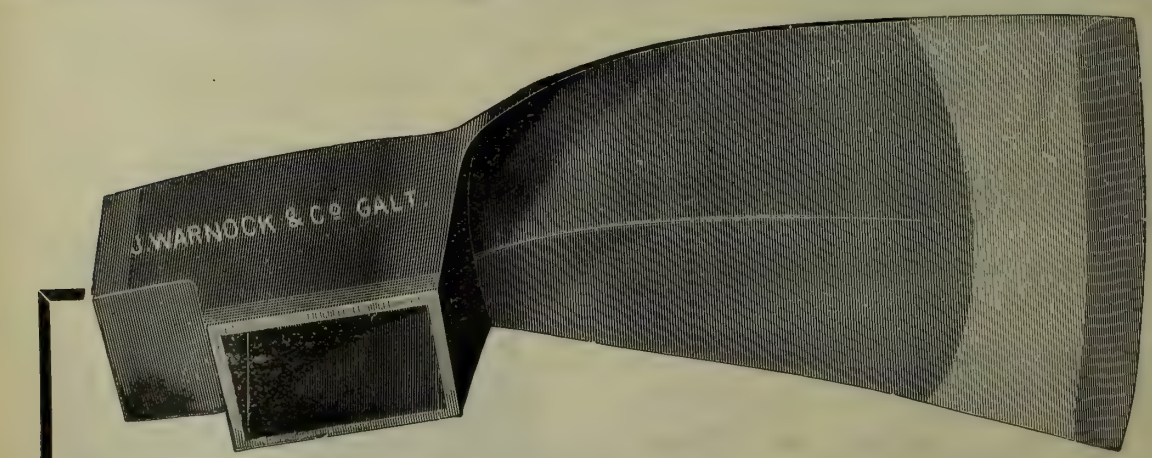
Burrow, Stewart & Milne Co.

LIMITED

HAMILTON, - ONTARIO



No. 230





ALLAN HILLS SHEFFIELD STEEL ADZES

are of the quality that makes pleased customers. Warranted flawless in quality, shape and finish. Sold by all jobbers.

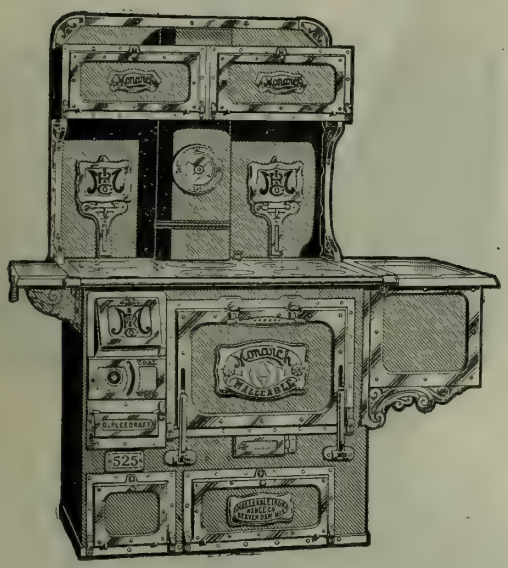


Allan Hills Edge Tool Co., Ltd.

Galt, - - - - - Ontario

Monarch MALLEABLE

The "Stay Satisfactory" Range



The Ranges we sold ten years ago are our greatest assets to-day.

When you sell MONARCH Ranges you are building future business. The ranges we sold years and years ago are standing advertisements for us to-day—they are still giving an excellent service.

It's the *Malleable Iron* frames and *riveted* joints that we have to thank. Instead of getting leaky flues and consuming more fuel as the range grows in age, the riveted joints *stay tight.*

We build MONARCH Ranges of Malleable Iron because it is *stronger, tougher* and has more resistance to the action of heat than common cast iron.

That's why the MONARCH gives an economical service—that's why it *stays satisfactory.* The moral of this is that the stay satisfactory element in the MONARCH would become as great an asset to your range business as it is to ours.

We'll show you how to start a good range trade in your territory. This is a part of "OUR PLAN"—the same selling help that's directly responsible for the splendid success of MONARCH Ranges here in the States.

"OUR PLAN" is an assistance that actually *makes sales.* It is even so good that it is imitated, but as usual you'll find the original far ahead of its followers.

We are making prompt shipments from warehouse stock at Winnipeg. Write us for prices f.o.b. that point. Get a copy of our plan of assistance—we'll send our catalog also if you ask for it.

MALLEABLE IRON RANGE CO.

Beaver Dam, Wisconsin

Why the HECLA FURNACE leads!

In the consideration of a Modern Warm Air Furnace, four cardinal conditions must be satisfied:

1. **Production of plenty of warm, pure air.**
2. **Economy in fuel consumption.**
3. **Ease in operation and safety from dust and smoke.**
4. **Durability**



THE

"HECLA"

WARM AIR FURNACE

(For Coal or Wood)

fulfills all these conditions in a most perfect manner. Here are a few exclusive features of the "Hecla" which have earned for it its enviable prominence:

HECLA STEEL RIBBED FIRE POTS have more than three times as much radiating surface as any other pot. Give more heat for fuel consumed and are practically indestructible.

HECLA FUSED JOINTS never allow gas, dust or smoke to get in the air chamber. The only permanent joints between iron and steel.

HECLA INDIVIDUAL GRATE BARS. Each bar shaken separately and no poker needed.

HECLA CAST IRON COMBUSTION CHAMBER, which has been proved to be much more durable than a steel chamber.

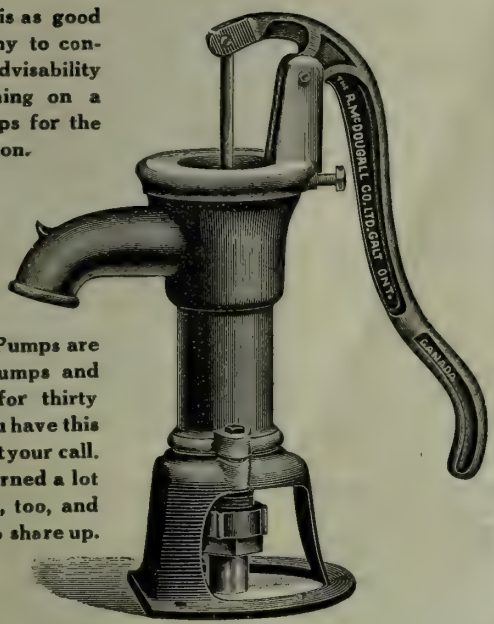
Other features recommending the "Hecla" are its Damper Regulator, Automatic Gas Damper, Gravity Catch, Double Feed Door, Dust Flue, Water Pan, Large Ash Pan, Double Tin and Asbestos Lined Case.

Our Catalogue fully describes our range of Peninsular Stoves. Send for a copy.

Clare Bros. & Co., Ltd., Preston, Ont.

AGENTS
Clare & Brockest, Ltd.
Winnipeg & Calgary
Race & Hunt, Edmonton
J. M. Kains & Co.
Vancouver
Mechanics Supply Co.
Quebec

About now is as good a time as any to consider the advisability of determining on a line of Pumps for the coming season.



McDougall Pumps are Standard pumps and have been for thirty years, so you have this experience at your call. We have learned a lot in that time, too, and are willing to share up.

Remember "Armacdee" is a guarantee.

The R. McDOUGALL CO.

Galt, Canada LIMITED

NEWHOUSE TRAPS



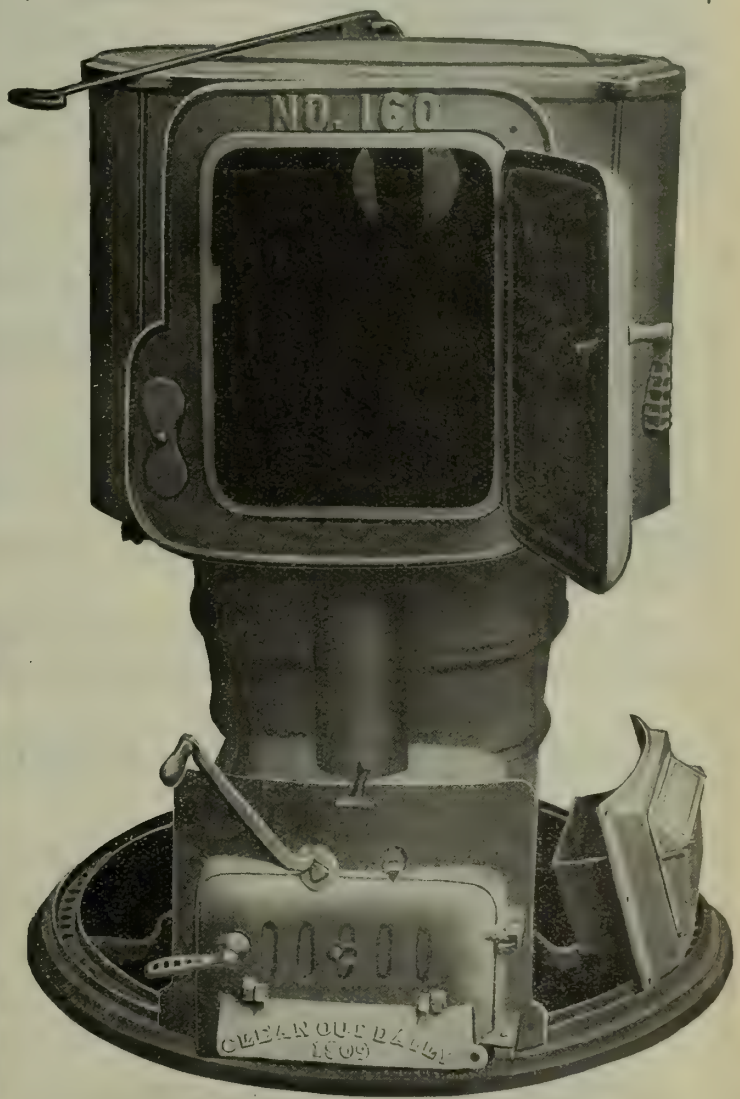
THE NEWHOUSE is the best trap made.
Used by professional trappers.
Every trap warranted Sure to Go and Sure to Hold.
Furs are bringing high prices. Trappers are planning bigger lines of traps than ever.
This year will be the largest trap year the trade has ever had. Be sure to have complete stocks this Fall. Get your share of this trade. Specify now.

ONEIDA COMMUNITY, LTD.
NIAGARA FALLS, ONT.

The Empire King No. 160

Has all the latest improvements found on our more expensive Furnace, at a lower price

Has Large Feed Door, Sectional Fire Pot, Large Radiator, Triangular Crate Bars (each pair operated separately), Suitable for 4, 5 and 6 Roomed Houses.



Without Casing

Direct Draft Damper, Dust Damper, Large Water Pan. Every one guaranteed. Prices moderate.

Write us direct or any of our Agencies

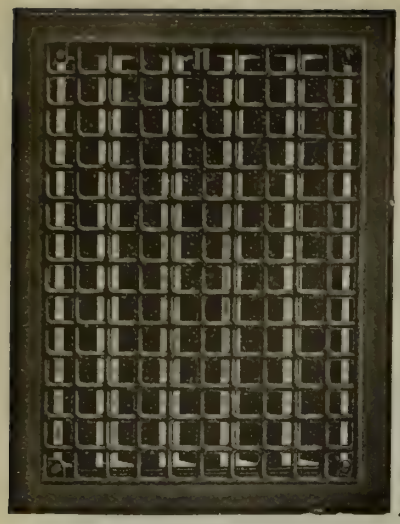
The Christie Bros. Co., Ltd., 802 College St., Toronto
The Christie Bros. Co., Ltd., Cor. Park and Henry Sts., Winnipeg
M. C. Drew & Son, Vancouver, B.C.

Write for prices to-day

MADE BY

The Canadian Heating and Ventilating Co., Limited

OWEN SOUND, : ONTARIO



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Largest Air Space. Low Prices.

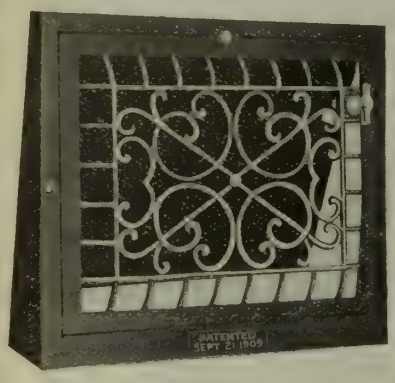
Get our Catalogue.

The HART & COOLEY CO.

Factories:
NEW BRITAIN, CONN.

Selling Agents:
GURNEY FOUNDRY CO.
Montreal, Toronto, Winnipeg, Vancouver and Calgary





"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.
Woodstock, Ontario

Here you are, Gentlemen

ATKINS Sterling SAWS

The Finest Manufacturers' Brand



Made for the best mechanics who are willing to pay a fair price for the best tools.

We Help You to Sell

Send your order to your jobber. If he won't supply you, then write to us.

E. C. Atkins & Co., Inc.
Makers of Sterling Saws
Hamilton Ontario



The Moorish Sidewall Register.

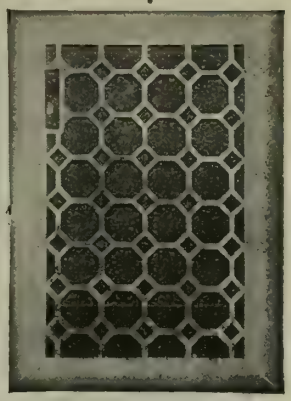
The Bull's Eye of Perfection

REGISTERS, FACES BORDERS

"Made in Canada" Our new plant is in full working order making all known sizes, shapes and finishes.

Prices Rock Bottom

The Canadian Ferrosteel Company
Bridgeburg - - - Ontario



The New Convex Reversible Wafer



Peerless Freezer Sold Everywhere Universally Successful

Easy to grind as a watch to wind

PEERLESS FREEZER

Favorite with Women. Freezing in Three Minutes. Advertising Claims Proven in the Use.



Dana Mop Wringer takes a woman off her knees

Dana Food Chopper

THE DANA MFG. CO., CINCINNATI, O.

THERE'S NO WEAK SPOT
TO BE FOUND IN

GREENING'S COW TIES



all the parts and fittings being made of proportionate strength.

These Cow Ties are made from the famous Greening Steel Chain, which leads all others in point of lightness, strength and handsome appearance.

You'll find many pointers in your Greening Catalogue for increasing your trade! Study it carefully.



The B. Greening Wire Co., Limited
Hamilton, Ont. - Montreal, Que.

METALS

IRON AND STEEL

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

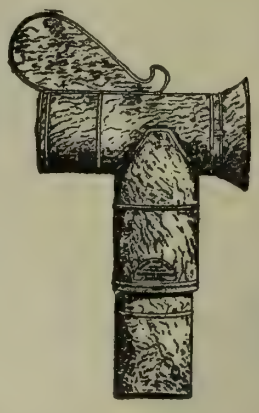
Toronto

"It Saves Lives"
"A Building Necessity"

These are the expressions that have been made synonymous with the

J. W. HARRIS VENTILATOR

We are the manufacturers of it and control the patents.
We have placed it on some of the finest buildings in the Dominion.
It is a scientific fact that no modern buildings can afford to neglect sanitation.
We are contractors and sanitary experts. Our ventilator is guaranteed and is placed in position to suite the building as to quality and size.



FORTIER & CORRIVEAU, General Merchants.

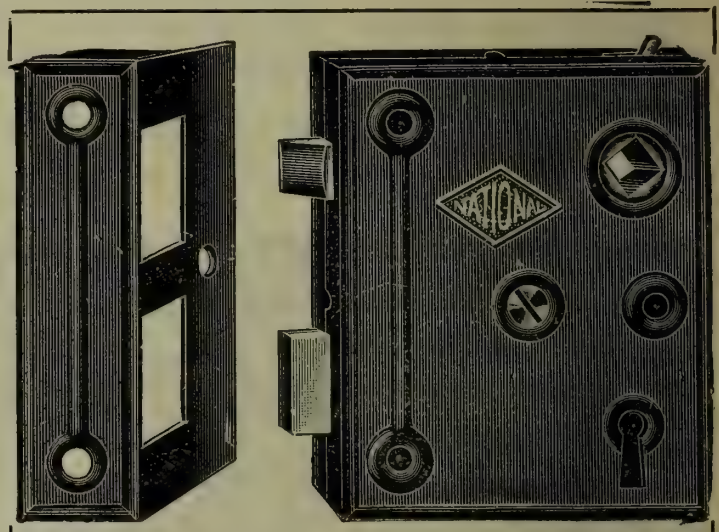
STE. ANNE DE BEAUPRE, Dec. 4th, 1905.

J. W. HARRIS Mfg. Co., Ltd.,
120 Sanguinet St., City.

Gentlemen:—
In answer to yours of 27th ult., we must say that your "J. W. Harris Rotary Ventilator" has given us great satisfaction.

yours truly,
ELZEAR FORTIER.

The J. W. Harris Mfg. Co., Ltd.
GENERAL CONTRACTORS and MANUFACTURERS
Montreal



When you are requiring

Steel Rim Locks

Insist on having the

NATIONAL BRAND

They are best, strongest and most durable

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA

If you have never bought

GILBERTSON'S

COMET

Galvanized Sheets

Why don't you give them a trial?

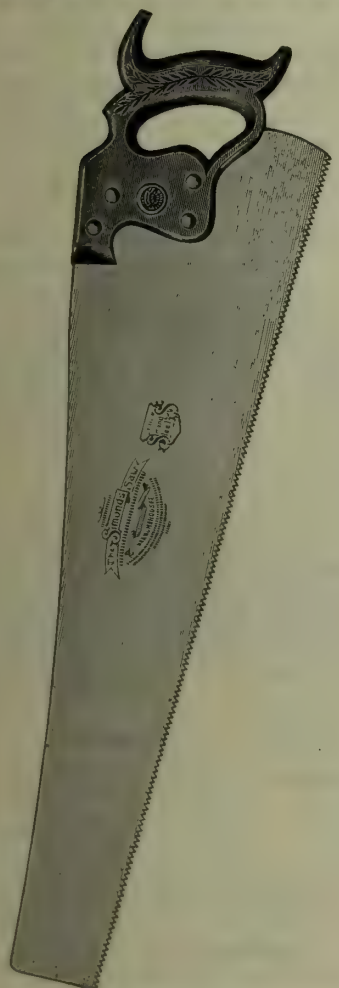
Don't take any other brand. Insist on getting "Comet."

Sole Agent for Canada:

ALEXANDER GIBB,

13 St. John St. MONTREAL

SIMONDS



There is no saw made that has a more complete guarantee of quality than the SIMONDS. Every Dealer and Jobber should have our Catalogue and discounts.

Simonds Mfg. Co.

FITCHBURG, - MASS.

Branches throughout the United States and Canada.



NEW IDEA IN SHOVELS

THE SPLIT HANDLE

Advantages over old style:

1. GREATER STRENGTH
2. LESS WEIGHT
3. MORE ROOM FOR THE HAND

The handle is split at the top to form a D, and is made wider than the ordinary D handle, giving more room for the hand..

The hand piece is rabbited into the side pieces and held together by a rivet passing through them. The rivet at the bottom of the D prevents the handle from splitting downwards.

When ordering, specify Split D handles, as we furnish them on all shovels, spades, etc., without extra cost.

The D. F. Jones Mfg. Co., Limited, - Gananoque, Ontario



Ornamental Iron Vases, Wire and Iron Chairs and Settees

FOR LAWNS AND CEMETERIES

We make a variety of styles and sizes.

Send for our new booklet of Lawn and Cemetery Furniture, Wire and Iron Fencing, Garden Borders, Wire Trellises, Etc.

Dennis Wire & Iron Works Co., Ltd.

LONDON, ONTARIO

SEYMOUR SHEARS

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK

TRADE MARK

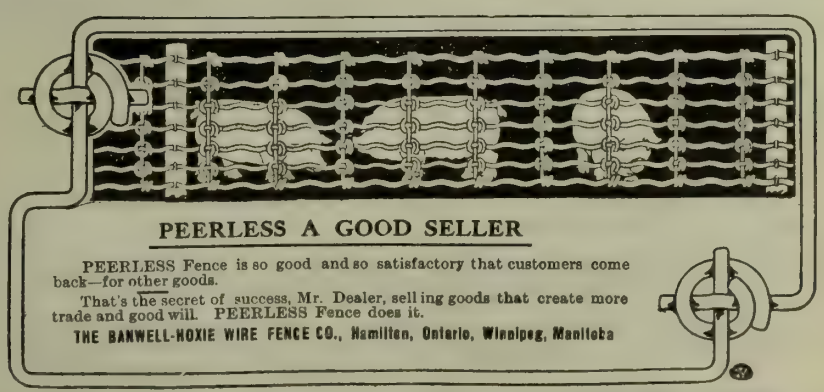


Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents



PEERLESS A GOOD SELLER

PEERLESS Fence is so good and so satisfactory that customers come back—for other goods.

That's the secret of success, Mr. Dealer, selling goods that create more trade and good will. PEERLESS Fence does it.

THE BANWELL-HOXIE WIRE FENCE CO., Hamilton, Ontario, Winnipeg, Manitoba



The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BUILDERS' SUPPLIES.

Bell Phone 2033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.

Board of Trade Building

39 St. Paul St., - QUEBEC

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., USA

Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

FILTERS.

Anti-Splash Tap Filters

The "Galvo" Filter and Water Steriliser "Perfection" Fire Extinguishers

There's good money in them for hardware dealers.

Write for Prices.

The Anti-Splash Filter Co.

OWEN SOUND - - ONTARIO

FLOOR SPRINGS.

The Best Door Closer is

Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS

Hospital St. - - - - Birmingham

GLASS CUTTERS.



Barrett's Standard Glass Cutters

in 22 different styles.

Order from your jobber or write direct.

W. L. Barrett, Mfr., Bristol, Conn.

HORSE COVERS.

Birkmyre's Waterproof Horse Covers

SOLE MANUFACTURERS

The Gourock Ropework Export Co., Limited

(of Scotland)

Montreal 28-30 St. Peter St.

Winnipeg; 132-134 Portage Ave, East

MALLEABLE IRON.

Malleable Iron Castings

Carriage and Agricultural Castings, Axle Nuts, etc., etc.

Manufactured by

P. KYLE, Merrickville, Ontario

Catalogue furnished on application

MANUFACTURERS' AGENTS.

CLARE, LITTLE & CO.

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY

SASKATOON, WESTERN CANADA

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker, 18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

THOS. SONNE, SR.

Manufacturer of

Awnings, Tents, Sails, and Flags of all Nations, Waggon Covers, Horse Covers, Inside Spring Roller Shades, Coal Bags, all kinds of Tents on Hire, Tarpaulins and Oil-Skin Clothing, Hoist Ropes fitted up at shortest notice.

193 Commissioners Street

Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

J. M. KAINS & CO.

MANUFACTURERS' AGENT

88 Pender Street W., VANCOUVER, B.C.

Open to represent a first-class Hardware Specialty. Highest References.

MANUFACTURERS' AGENTS.

T. W. HEMPHILL & CO.

Manufacturers' Agents

Building Supplies and Building Hardware

831 Powell St. VANCOUVER, B.C.

Correspondence Solicited. Highest References

We have competent Salesmen.
Best Facilities for Distributing and Storing

M. B. ANTHONY & CO.

MANUFACTURERS' AGENTS

503 Mercantile Bldg. VANCOUVER, B.C.

Correspondence solicited.

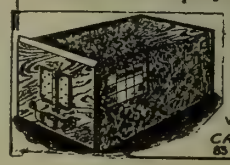
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL 85 Richmond St. W. Toronto

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO., NEW HAVEN

HORSE POKES.



James & Reid's

Patent Surprise HORSE POKES

give the best satisfaction.

Ask your Jobber, or write

JAMES & REID

Perth, Ontario

SOLDER

METALS

We are Manufacturers. Large Stock. Prices Right.
We will be pleased to quote you.
Our New Phone No. Main 7930
THE CANADA METAL CO., LIMITED
TORONTO, ONT.

SPRAYERS



HEADQUARTERS FOR SPRAYERS
We make Sprayers for all purposes, such as flowers, fruit vegetables, disinfectants.
SEND FOR CATALOGUE AND PRICE LIST
COLLINS MFG. CO. TORONTO.

STRAPPING HOOP IRON.

J. N. WARMINTON

207 St. James St., Montreal
Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.

TOOLS.



OUR OFF-SET
TOOL HOLDERS



Have extra large head, cutter and screw. A handy, rigid tool for Lathe or Planer. All sizes—Right and Left Hand.
Write for Catalog.
ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave.
CHICAGO U. S. A.

VENTILATORS.

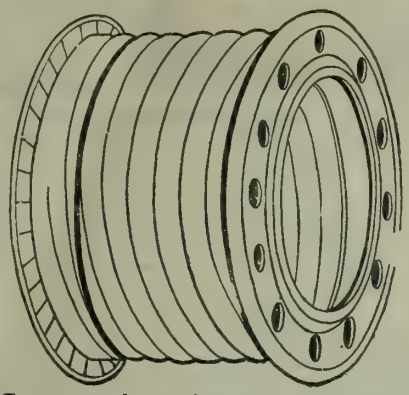


Ventilators and Chimney Cowls
My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

Buy your
WIRE GOODS
from
CANADIAN SALES & MFG. CO.
Office: 250 Lemoine Street
MONTREAL

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers

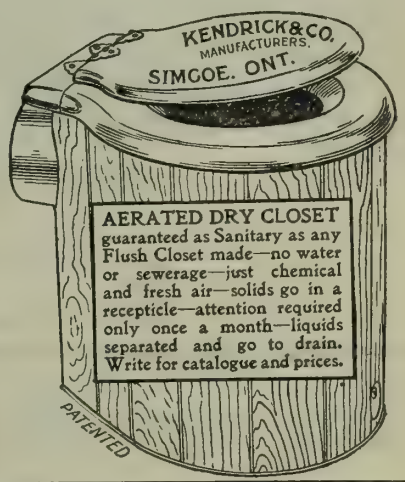
When writing advertisers kindly mention having seen the advertisement in this paper.

THOMPSON & GUNN

Manufacturers of the famous "ALASKA" and "BONANZA" Steel Ranges, can now supply the Alberta and British Columbia trade from their Vancouver stock.

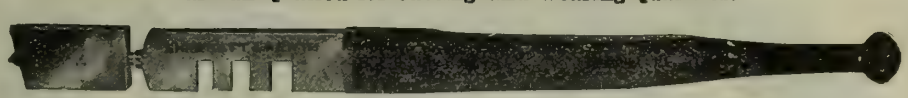
These ranges are made in six different styles and have every modern improvement. They give satisfaction to the customer and are profitable to the dealer.

Write for catalogue to our office at
937 Westminster Avenue
VANCOUVER, B. C.



Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS
Works: Don Speedway, also Victoria St., - - - TORONTO

HOT WEATHER



SPECIAL IN

BATH SHOWER



No. 6368
Shower complete with Rubber Curtain

N O W is the time to sell Bath Showers.

Introduce them to your customers for their comfort and health.

You don't have to be a plumber to sell these showers. Anyone can put them in place, a screwdriver is the only tool necessary.

Made of seamless brass tubing and cast brass fittings throughout, polished and nickel plated.

Special Price, $11.50

Bath Room Supplies

The Jas. Morrison Brass Mfg. Co., Ltd.
93-97 Adelaide St. West : : : TORONTO

Dominion Wire Manufacturing Co., Limited

Montreal **Toronto**



HAY BALING WIRE

Present reports advise one of the heaviest hay crops on record. This means a strong demand for Hay Baling Wire.

We have at present a large stock of Hay Baling Wire. The quality is the very best and we can ship promptly.

also

Single loop Bale Ties cut to any length.

P. S –TO ENSURE PROMPT SHIPMENTS, DO NOT DELAY SENDING US YOUR ORDERS

ANYTHING
IN
STEEL
OR
WIRE



We manufacture over 1000 commodities of steel and wire, and if you use any we should be pleased to receive your enquiry.

UNITED STATES STEEL PRODUCTS EXPORT CO.
MONTREAL

ASK FOR

DOMINION

GALVANIZED SHEETS

Union  Jack

HRS&Cº

Tin and Canada Plates, Black Sheets, Hoop Iron, Bars and Terne Plates



Manufacturers of this well-known Table and Pocket Cutlery, Scissors, Razors, Etc.
Cabinets of Cutlery and Pearl Goods arranged in the newest designs.
Cutlery Case Goods and Flatware carried in stock in Montreal.

HENRY ROGERS, SONS & CO., LIMITED

Established over 100 Years — *SHEFFIELD and SOUTH WALES*

Office for Canada: 6 St. Sacrament Street, Montreal

How to Sell Ammunition.

Your customer is attracted by three points, Quality, Appearance and Price.

Dominion Ammunition is guaranteed, a new box for every defective shell or cartridge made within the last three years, that is returned to us. Tell your customer this.







Dominion Ammunition is packed in neat, strong boxes with handsome lithographed labels. Smokeless Cartridges in grey and red; Black Cartridges in red and white.

Dominion Ammunition costs your customer one third less than other makes and nets the retailer 10% more.

Dominion Cartridge Company, Ltd.

Ammunition Manufacturers - Montreal, Canada

KEMP'S GALVANIZED WARE

Galvanized Buckets



No. 160, with Roll Rim Bottoms. Heavy Malleable Ears, rivetted and reinforced. The Bucket for the Contractor, the Railroad and for where it gets hard usage.

A strong, durable basket, unexcelled for handling grain, fruits, roots, etc.

SMALL

Inches, 13¾ x 9¼; capacity, ½ bushel

LARGE

Inches, 17¾ x 11¾; capacity, 1 bushel

PRICES ON APPLICATION.

Galvanized Baskets



Corrugated Bottoms

Small size supplied with either bails or side handles

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS - - TORONTO, CANADA

THE KEMP MFG. & METAL CO., Ltd.
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

Systematic Methods in a Hardware Store

The Publication of a Catalogue. The Price Book is Very Essential, While Claims Should be Carefully Looked After. One Way of Handling Cash Sales—Selling Goods on the Installment System is a good way of Getting Business if Care is Taken.

If a merchant gets out a catalogue as a necessary part of his business system he should be sure that the publication is one that does credit to the store. Better leave the whole thing alone, than issue a cheap book that compares unfavorably with other catalogues, and gives the readers the impression that the store is a low quality one and of no financial strength. On the other hand there is the other extreme. It is foolish to spend so much money on good paper and elaborate cuts that the results are bound to be away behind the expenditures. In this, as in other business methods, there is a middle way.

It is possible to get out a catalogue, not a very bulky one, but one that will do good work and achieve its purpose, at a fairly moderate cost. The merchant has this advantage that he can always obtain cuts from manufacturers and jobbers, and this helps a lot. The great thing in a catalogue is not so much the bulk as its attractiveness, and the way it talks to its readers. Classify the contents carefully, and make the book easy to read. In the descriptive matter do not use flowery language. Plain selling arguments such as are used over the counter are best, and do not include articles that are not carried in stock unless it is stated so.

There is nothing more annoying to a person than to see something in a catalogue and to want it and then after a journey to a store find that it is not carried in stock. The picture may have made the catalogue look more imposing, but it has proved in this case, fatal. The idea of a catalogue is to convey to those who do not visit the store some idea of the variety of stock carried, and when there is any attempt at bluff and hot air, the catalogue is a fatal piece of evidence against the merchant.

A catalogue should be an illustrated list of a good selection of the goods carried in stock, together with other necessary written matter, and the whole arranged systematically and neatly. If a merchant is doubtful of the success of the project he should leave it alone. Only the man who is a believer of a catalogue as a part of his system, and thinks it is necessary to the peculiar nature of his district and the competition he is meeting should issue one. There is one piece of advice, if a catalogue is issued do not be extravagant over its production, but be sure that the book is worthy of the store and of the stock carried.

No Fixed Rule.

In considering the business management of a store it is impossible to lay down any fixed system that will do for all stores. There are certain peculiarities of district, of trade, and of the growth of the business which prevent this. The individual dealer must work out his own salvation, which he can easy do, once he is convinced as to the value of a certain amount of red tape.

There are certain lines, of course, which must be followed, but those lines are the ordinary rudiments of bookkeeping, stock taking, and of entering sales. But when the merchant once makes a business rule he should see that it is rigorously followed, and that he should not be the first one to break it. The folly of too much system is that it becomes a burden, and more time is lost in attending to it then the result gained is worth. But system is necessary to the store—that is system in moderation.

The Price Book.

In the system of a store a price book, in which every article purchased should be immediately entered upon receipt from the jobbers is very essential. There should be no attempt to condense the information. Give full particulars as to size, laid down cost, regular selling cost and so on. It is not wise to let the clerks know the cost price. Make out a list of the selling prices and see that they are checked from time to time by the price book. Nearly all the regular lines should be listed, and only the fancy and holiday lines should be marked with the price.

All claims should be entered in a claims book. With full information as to date of invoices, order number, and so on. Give all the information to the jobber. The book should be gone over from time to time so that the dilatory ones may get a reminder. Bills of lading should be kept until the shipment has been checked.

To Handle Cash Sales.

The best way of handling cash sales is given by an expert who advises as the safest method the common cash tag system surrounded by the following safeguards. Each clerk should have his own cash book, and not be permitted to use another clerk's book, the books and tags being lettered for each clerk, A, B, C, and so on. Every cash tag must be accounted for, the tags all being numbered, and none can be destroyed. In case of an error in making out a tag, void it, but make no erasures. The tag should be made in duplicate, the original going to the office by means of cash carriers, and the duplicate be given to the customer or wrapped up with his goods. The cost of operating a cash carrier system is very small, as the bookkeeper or office stenographer can attend to it, except in very large stores where the operator may be a combination of cashier and telephone girl. The exact coin tendered by a customer should be noted on every tag, and the amount of the sale must be entered on a card in the back of a book cover. All books should be turned into the office every night to be balanced, and a daily salesbook in which every sale is entered according to salesman and number should be kept.

When any goods are returned, insist on cash tags being brought back, but if this cannot be done, make it a rule to look up the corresponding sales tag before refunding the money, as irregularities may be discovered thereby. The ideal cash system is, of course, the wrapping counter system, but it is a difficult matter to apply it in retail hardware stores, both on account of the character of the business as well as the expense connected therewith. Cash registers in some cases do not serve their purpose in hardware stores, as the goods are usually scattered over a very large area and the object with the registers of having customers seeing the amounts of their purchases rung up before them is therefore lost. Of course the installation of several registers throughout the store might overcome this trouble.

When goods are sold for cash and are to be delivered, the clerks should note the number of his cash tag on the delivery tag or book, and an itemized list must be made out. If delivery tags are used, a true copy of the cash tag may be made out by means of a carbon, which would simplify the work very much. All delivery tags, whether for cash or credit sales, should be checked against the cash tags or charge sheets on the following day to guard against goods being sent out without being paid for or charged.

The Installment Plan.

In selling goods on the installment plan there should be a very careful system, or else the merchant will find himself considerably out of pocket. In the first place be careful to charge a time price, no man can afford to carry a customer unless he does so. The merchant should be wary in his time customers. The old mistake of judging too much from appearances should not be made. Make inquiries yourself, find out if the customer has a sufficient income to pay for the goods while meeting ordinary expenses. References should be required. This is not too much red tape. It is done in all business propositions of a similar nature.

Enough attention is not given by merchants to the installment system. It is undoubtedly one of the best methods of encouraging buying, while being safer than ordinary credit transaction presuming strict inquiries are made. When people enter into a written obligation to

pay for any thing they are generally to be relied upon to see the thing through. An ordinary account is not so binding.

A well devised business system is of great advantage to a merchant as it enables him to devote more time to other matters. He is not disturbed by the clerks and bookkeepers running to him every minute with questions, while the work of the store runs more smoothly and with greater economy. When a merchant has once shown his clerks what system means, and what labor it saves, they will be stimulated to take an interest in the business, they will add their own personality to the work, suggest and give ideas and be a source of help and not of worry, owing to their lack of knowledge in every petty detail connected with the store.

Present-Day Methods in Using the Journal

A Dumping Ground for Lines That Cannot be Put Through Some Other Book—Object of any System is to Cut Out Unnecessary and Cumbersome Detail — Some Suggestions for the Bookkeeper, by Howard R. Wellington.

The modern journal is a dumping ground for entries which cannot properly be put through some other book of original entry, such as the Cash Book, Sales Medium, or Bill Book. Some of the items which appear in our journal are:—

1. Writing off small ledger balances.
2. Transfer entries, when an amount must be transferred from some account to another.
3. Apportionment of general charges, usually when closing the books, or month by month.
4. Correcting entries which have been charged in error.

The Journal as a Day Book is seldom used to-day, as there are so many short duplicating and triplicating ideas that we only require the book of original entry.

Some bookkeepers use the cash book for a journal as well calling it the "Journal Cash Book" and this may be done to advantage when there is only an occasional journal entry.

Long System for Recording Transactions.

The object of a system in any business is to reduce the amount of detail work, providing, of course, the desired records and statistics can be obtained by the shorter method. Some of the systems installed by so-called systematizers are so cumbersome that it necessitates a great amount of extra work instead of reducing it and we should invariably keep in mind that the shorter method is always the preferable method if satisfactory results may be obtained.

In a large warehouse in one of our largest Canadian cities a system of recording sales is in force, and we will give the different processes necessary to complete the transaction, and also endeavor to show where, at least, one step might be omitted entirely.

Necessary Steps to Complete the Sale.

1. The order is taken on an order card, which goes first to the office, presumably to be O K'd by the credit man.
2. The shipper then carefully enters item by item in a Day Book or Journal, in which he also enters the name of the customer, the date of the transaction, the quantity and price of goods sold, in fact everything necessary to make out the invoice form.
3. The third step is to write his invoice for customer from the Day Book just referred to—invoice being sent with the goods, which is the best method.
4. The name and number of parcels are now entered in a delivery book and customer signs for receiving the goods.
5. The Day Book is periodically taken to the office, probably every morning, and the transactions therein journalized for posting purposes, as follows:—

Jones, Smith & Co., Dr.
To Sales (re Mdse) ac.
(for goods detailed on page 50 Day Book.)

Some merchants might detail these goods again, but it will be seen what amount of needless work it really is.

6. The last step in the transaction is to post the ledger, and from this point forward the steps in any business are similar.

This may seem a very cumbersome system of recording sales transactions, but there is no doubt that in most wholesale and retail business, where the matter has not been thoroughly worked out, there is sure to be some step or possibly more than one step which can be done away with entirely and yet the results and the desired information are entirely satisfactory.

The Shorter Plan.

Just to give some idea of the way in which the above system may be condensed and simplified we would suggest the following:—

1. The order is taken on an order sheet which answers the purpose of a book of original entry, and if goods are delivered, the signature may appear on this order. This sheet is filed away and full particulars as to quantities, prices, date of delivery, etc., may be obtained at any time.
2. While even the posting to the ledger might be done from this order sheet, no saving can be effected, as it is necessary to have an invoice for the customer, and it is safer always to have a carbon copy of every invoice sent out, for posting purposes.

No matter how careful the copyist, mistakes will occur, and besides this an order may not be filled complete, and would not make a very clear copy for posting purposes.

4. Recording sales in retail stores may be recorded in precisely the same way described above by the use of the duplicate and triplicate Cash and Charge Books, and the Journal so far as a posting medium is concerned is not in use at all for the purpose.

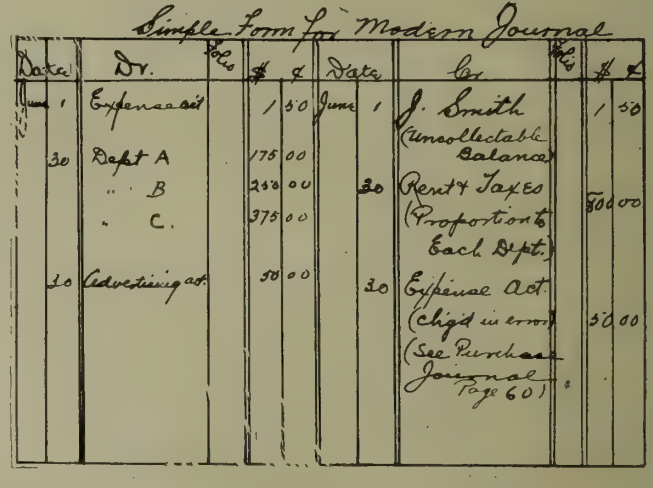
The old-fashioned journal entries such as:—

"June 1st, Jim Jones, Dr., to cash Cr.
Amount of account paid to-day in full," or June 2, James Smith Dr., to mdse Cr.
Amount of goods sold to-day
10 bush. oats @ 50c $5.00

are not used in our modern bookkeeping.

This is without doubt the simplest form of journal in use to-day. Every page is ruled up exactly as per copy, and the entries may be made as briefly as possible.

In the first entry, J. Smith owes a small amount which is no good, and this entry is made to balance the account on the books, expense account being debited and J. Smith credited. An explanation should be given after each transaction, as no further record is kept of a journal entry of this nature.



Employes Giving Away the Business Secrets

Injuries Caused by the Talkative Clerks — Often Responsible for Losing Good Store Customers—Necessity of Merchants Using Care in Selection of Clerks and of Educating Them Along Scientific Lines.

By W. E. Mantony.

"Talk business," is a business axiom, but there's a right way to talk business—likewise a wrong way.

It's years ago, but even to this day I can never pass a corner grocery without thinking of the man who poured three or four city lots and a couple of houses into one, and the girl clerk who told us all about it. The man was once a farmer, and the farm bought him his city lots. His store was bright and clean—at Christmas time, and maybe once in the spring; and he used to dun his debtors whenever he needed the money, but not otherwise. A girl clerk with a tongue a yard long often did the dunning.

Evidently on this occasion she felt that in dunning she was sinning horribly against good taste, and that so flagrant an offense as asking for her employer his just due demanded something by way of apology or explanation.

"Mr. Douglas is horribly hard up, you know," she gushed, "and he really needs the money or he wouldn't ask for it. He's had to turn back a couple of drafts already this week, and there's a note to Tomkinson for $210 coming due to-morrow."

The lady of the house expressed her sympathetic concern, coupled with the hope that now the spring was coming on business would pick up.

"Oh, I don't imagine it will," candidly confessed the girl. "Mr. Douglas has never done much business there. It doesn't seem as if the location were good, or something. He's been going behind right along. Why, he's lost three lots and two houses trying to run that grocery. He'd sell out only the stock is so run down, and the business has got to be so small that nobody feels like taking it because it would be just like starting new and building it all up again."

This was just one customer. Imagine that clerk dunning five or ten every day, and gushing in like manner to every one of them. Advertising—well, it just advertised the luckless Douglas into insolvency, whither he was speeding fast enough anyway. For, when all is said and done, the average buyer, odd though it may seem to the casual looker-on, prefers to patronize the successful business man and shuns commercial communion with the failure. It's doubtless, instinct, with a little layer of logic piled on top, the logic being that the grocer who goes into the hole does so because of shoddy methods, and shoddy methods imply shoddy goods.

In a long experience with clerks of all sorts, in all lines of business, I have never met a clerk who approached that one in capacity to divulge to all the world what should be business secrets. Hence, she must have been the astounding exception that, by striking contrast, emphasizes the good judgment which as a general rule characterizes the clerk's words in discussing his employer's business.

The Banker the Only Exception.

Nevertheless, the horrible example is one that every clerk in just beginning should hold steadily before his mind's eye. For every clerk is a putative business man, who may some day, and bably will, conduct business for himself. And one of the first essentials of a successful business is the ability of the Man Behind to keep a straight face and tight-sealed lips when troubles threaten. To his banker in times of financial stress as in all other times he should disclose his business affairs with the utmost frankness, because the banker has interests kindred to his own, can usually advise him wisely, and in any event can be counted upon for secrecy. But the banker is the one exception to the rule.

The average young clerk is enthusiastic. Every day he enters into the possession of new facts regarding the business in which he has embarked and the firm with which he is connected. In his anxiety to pose before his friends as one well informed, the temptation is all powerful to disclose all he has learned each day to admiring friends before he seeks his weary pillow. As rapidly as the mysterious book of business opens before his eyes, he longs to read off everything revealed by its pages to those who are interested in him and his work. The naturally reticent clerk can tell how, time and again, he has confided to some one facts which, a moment later, he would with better judgment have sealed in his own breast. And if the clerk with good judgment experiences and surrenders to the temptation, what must befall the clerk whose judgment is in whole or in part a missing quantity?

Giving Away Business Secrets.

Down east I knew a young man who held and still holds a job as bookkeeper in a retail store. In a small city the bookkeeper not infrequently does a turn at clerking now and then, and when the monthly accounts are made up trots around town with them—partly for the sake of the airing, partly because there's no one else to do the work. The music of his own voice is dear to this clerk; and I have known him, after collecting an account or even after merely presenting the bill, to sit down in the debtor's kitchen or parlor as the case may be and impart a wealth of information regarding the accounts he has to collect, the debtors who pay slowly and those who pay quickly, what excuses they give and what is their probable reason for getting behind. If the debtor isn't shrewd enough to infer that his failings will likewise be narrated at the next port of call, then he is far denser intellectually than the average of the great army of debtors, and if he doesn't see that clerk depart with a more or less healthy grouch against the man who employs him, he isn't human.

The fact that where merchants' association collection departments and the accompanying delinquent lists are maintained the information these departments secure is limited strictly to members, should be a pretty good guide of conduct for the clerk who has to do with his employer's accounts. Trade etiquette and the prospect of similar return favors justify one merchant keeping his fellow merchant informed regarding the non-paying idiosyncracies of the people who buy from him, but whether John Smith is a dead-beat or not is none of the general public's business.

It might, theoretically, be better for all concerned were the contraction of debts constituted by law an absolutely public matter, just as are the proceedings of a police court. But the whole trend, alike of legal decisions and of business practice, is in the direction of secrecy.

AUTOMOBILES AND BICYCLES.

With touring now at its height the merchant should make a good display of his automobile goods. There is very little use in carrying this stock unless users are made aware of the fact. The merchant should display a good sign that such lines are in stock, and an advertisement in a prominent location on the main road is very useful. Bicycles too, should be well displayed. The value of a bicycle trade to a hardwareman is not only in the sale of a machine but in the supply of sundries. These are very profitable lines. A bicycle should be displayed in a place where it can be readily handled. A customer likes to look over it closely, and wants more than the merchant's word that everything is all right.

Electrical and Lighting Goods Departments

An Increasing Number of Hardwaremen are Establishing a Department for Electrical Supplies—New Goods on the Market.

The development of electrical supplies of late has opened up such a seemingly profitable field for hardwaremen that it is somewhat surprising that more of them do not enter the lists and push this department. In recent years there have been a fairly large number of hardwaremen—and their numbers are increasing—in the larger centres who have catered to this class of trade, but there has been perhaps a tendency on the part of the country hardwareman to ignore the fact that he has an important opening in the application of electricity to country homes and farm houses.

Canada is essentially an electrical country, with valuable and powerful waterpowers already harnessed or awaiting development all over the Dominion. Even in small centres where water powers are remote it is now possible to obtain electricity cheaply by the introduction of a new invention of small petrol electric lighting sets of vertical type and two-cycle action which gives an impulse at every revolution.

The motor is combined with the engine on the same base plate, which makes the plant a simple one to instal, and its compactness is a very great point in its favor. One of the best designs eliminates all moving valves, as the action of the piston opens and closes the necessary ports for admitting and discharging the gases. The engine is started with a handle and free clutch in the same way as a motor-car, and a good field for these plants is being found in connection with 25-volt metal filament lamps, which are now popular. As an indication of the compactness of the plant, a petrol set which will supply 35 metal filament lamps of 20 c.p. each, only takes up a floor space of 2 ft. by 2ft. 6 in., while 310 lamps of the same candlepower can be run by an engine and dynamo occupying only 14 sq. feet. Such apparatus can be pushed wherever the proprietor of a house keeps his motor-car. It is also possible to obtain similar sets which will run on ordinary paraffin. These machines are new to Canada, but are well-known in Europe, (particularly in England and Germany) and to some extent in the United States.

Interest Developing.

The Canadian General Electric Co. report an increased inquiry from the hardware trade of late for information in regard to electrical goods. Other electric supply houses say the same; but also state that they do not see why more hardwaremen do not carry such seasonable and always wantable articles as glass globes and shades, lamps, fans and motors.

The chief competition the hardware trade—particularly in the smaller towns—has to contend with is from the local electric light companies themselves; but supply men aver that if hardwaremen would but acquaint themselves with the goods, their uses and application the competition from the electric companies would greatly cease, as the companies wish to sell electric power and energy, and are content to pass up the supply and fixture business, on which at present they make no profit.

In some Ontario towns up-to-date hardwaremen have realized this fact, and though starting their electrical department on a small scale have gradually widened its scope under the supervision of an electrician until now this department is one of the most important in the store. The electrical department fits in well with such other supplies as gas fixtures, coal oil lamp goods, automobile and motor boat supplies, and household specialties.

Importations from England.

In electric lighting goods, this year there have been more English fixtures shown on the Canadian market. In fact the present year may be said to be the introductory season for English lighting goods; for, while British electrical fixtures have been sold in this country for a decade past, yet there have not been, until this year, any supply houses dealing exclusively in these goods. The English fixtures come in newer designs, are artistic in treatment, are cheaper when quantities are ordered, and are just as profitable as American fixtures. The only difficulty with English goods is in the matter of delivery.

Dame fashion has decreed that wall brackets may supersede ceiling fixtures. The former are noted for simplicity and neatness while the newer ceiling fixtures and dining-room domes are very light in construction. Wood is in many cases taking the place of brass, and some of these wooden frames are exquisitely hand carved and inlaid with ivory. They are as yet, however, very expensive. Some simpler ceiling fixtures and wall brackets are made of ordinary wood, which may be colored and varnished to harmonize with the decorative treatment of the room in which they may be placed.

Candle fixtures for wall brackets, very similar to those used for gas lights, are strong in favor this season, and silk skirts instead of glass globes for drop lights are creating a decidedly favorable impression. Here, too, the price may interfere with frequent sales. Artistic and subdued light effects are the very newest thing in electric lighting. Take for example, the treatment of dining-room domes: one sample, shown in Toronto, this month consisted of 500 pieces of glass, of rather dark tints. Fruit effects are the favorite subjects. Even the cheaper lines of fixtures run to this effect.

Reduction in Price.

German and Austrian globes of cheap and popular designs may be had now in Canada. These wholesale at about 25 cents each—just half the price of several months ago. They could be handled just as readily as gas globes and lamp chimneys. The damage from breakage is almost nil, for the Germans are adepts in the art of packing. In ruby chimneys for coal oil street lanterns, the Germans are said to have secured the bulk of the trade since the raising of the surtax. The low price has eliminated the British maker, has cut out the United States trader, and Canadian manufacturers (so the story goes), will not manufacture at the small profit obtainable.

German houses are said to have confined their sales pretty much to the lighting and hardware trades. These chimneys wholesale at $1.25 laid down, against the United States price of $1.75. One taking feature of this and kindred lines is that the Germans make no crating charge, whereas both English and United States makers have a charge for packing.

In gas lighting pretty much the same lines are being followed as in electric lighting. There are newer designs being shown all the time, but development is more prominent in the lights, their clothing and their treatment than in the fixtures. Art glass is coming more into vogue for coal oil and gas fixtures, and the inverted gas shade is having a splendid demand. What is known as the "shower" effect in gas and electricity, is the latest in illuminating stores and windows. In gas the fixtures with their light groups hang low, while in electricity the fixtures are high, with the lights low. The introduction of the tungsten lamp is responsible for this feature.

New Gas Mantles.

Two new mantles for inverted gas lamps are on the market, and should be popular sellers this fall. One is a United States invention, the mantle being a double one, with the cords of the mesh running in opposite directions. It is claimed for this mantle that it is doubly strong. The other is called the "Swiss" mantle, being the invention of a native of Switzerland. It is made of silk instead of cotton fibre, and has a number of asbestos cords running through it. It is said to be capable of giving double the lighting power, and the asbestos cord gives it strength to withstand the explosion made when lighting the gas, thus giving it longer life.

Coal oil lighting also presents some new features. There is the settler's lamp, which, while not new this season, has but lately caught on. The oil bowl is circular and horizontal in shape. Being made of stamped tin, it is a cheap lamp, with nothing breakable about it, except the chimney, and that is small

and held firmly in place. Then there are several street, stable and wagon lanterns of cold blast make, which Canadian manufacturers are offering this season for the first time to the trade, most of them with particularly good features, such as improved lifts and wire guards, automatic handles, enlarged air chambers, solid draft tubes, etc.

New Oil Lamps.

The Queen City Oil Co., Toronto, is introducing two new lamps. The "Rayo Junior," is a smaller size of the "Rayo," which has proved itself a splendid house lamp. The junior is a table lamp made of brass and nickel-plated, and carries a shade. A special burner with wick spreader has been designed for this lamp. The wick is a circular one. The lamp is neat in appearance, light, and may safely be carried about without fear of exploding. There is, too, a minimum of heat from the lamp, when lit. A special feature is a small funnel, which accompanies this lamp whereby the lamp may be filled without removing the shade or any of the other fixtures. The other lamp is known as the "Sterling." It is a small hand-lamp, less than seven inches high, which should prove popular in the summer home, or when used as a night-lamp. Though only on the market since the middle of last winter, the demand has exceeded the supply. Both the burner and chimney have been specially constructed for it. The combustion is almost perfect, and the light is fine from a large flame. The body is made of tin in various colors, and being a cheap lamp should find ready sale. Though very small it has a burning capacity of nine hours.

New Camp Lamp.

A further feature of coal oil lighting is a new camp lamp of United States construction. The full pleasure of camp life has always been seriously interfered with by the lack of an efficient lighting system or apparatus. During the daylight hours, fishing, hunting and tramping occupy the camper's time and mind; but after sundown, that time betwixt twilight and bedtime seems rather hard to fully occupy. Trying to read by the aid of a flickering candle or smoky oil lamp is hardly a real pleasure. Even the interest in the after-supper card game seems to weaken if it is troublesome to see the spots on the cards, owing to a poor light. These discomfitures need no longer be endured by the fellow who likes to get close to nature occasionally and lives in the canvas house near his favorite lake or stream. The John Simmons Co., of New York, are introducing this season the Baldwin camp lamp. This lamp is really a miniature gas works in itself. The material used to make the gas of, is known as carbide. It is very cheap, costing about 5 cents a pound, and a pound is more than enough to operate one of these lamps for fully 16 hours. Carbide is a harmless material, very much resembling crushed stone. It can not explode. It will not even burn if thrown into a fire, but when brought in contact with water it liberates a gas which gives an intensely white light, very brilliant, and of great illuminating power. This is better understood when it is explained that the Baldwin camp lamp, although only consuming about one-eight of a foot of gas per hour produces a light more powerful than that produced by a 16-candle power incandescent electric light.

In new goods electricity shows the greatest advance. There are a couple of sewing machine motors now on the market, but the most recent is one that will be introduced in Canada this fall, made by the F. Bissell Co., of Toledo. The motor is small and replaces the hand wheel on the ordinary machine, so that the electric wire making the connection is the only adittional bit of equipment about the machine. Then there is a new soldering iron, which does not heat up the handle. In ordinary power and light supplies there are a number of improved English and American features offering in the way of tumbler switches, starting boxes, wall and floor receptacles for connecting lights. These latter are made to fit in flush, and so do not protrude or obstruct the evenness of the wall or floor surface.

Electric fans are particularly seasonable, and hardwaremen in country sections, where-electric systems are installed, might do a profitable business in fans. Usually the rate for power in small communities is low and the convenience of a fan should appeal to the country housekeeper if its merits are pointed out by the hardwareman. Prices are lower this year, because of competition between English and American manufacturers, and this point might be emphasized by the hardware merchant. Small motors for light manufacturing or for use about the farmhouse or barn, should prove attractive in most country localities; and small independent telephone systems might also prove salable. A two-party steel clad phone set for private use can be had for $6. This does not, of course, include the wire, which varies in length in every case.

CO-OPERATIVE TIN PLATE MILL.

Striking sheet and tinplate workers of Martin's Ferry and Bridgeport, Ohio, are planning to erect a co-operative tinplate plant in Canada, they having had a 13-months' strike against the American Sheet & Tinplate Co. With that end in view, W. S. Morris, Martin's Ferry, chairman of the Relief Committee of the strikers has been deputized to look over the prospects for success in Canada and endeavor to find a favorable location for a community where an independent mill can be built. There are about 4,600 men, and over one-third of these say they are ready to move to Canada upon a favorable report from Morris. Enough of these men have money to put up the cash to build a mill. If the scheme is carried out it will be the first co-operative steel and sheet iron mill in existence.

Tinplate workers predict the success of the co-operative venture if the mill can weather the first year.

CARPET SWEEPER BUSINESS GROWING.

The Bissell Carpet Sweeper Company report that the introduction of vacuum cleaners has resulted in stimulating the demand for the Bissell sweeper, as the buying public now better understand tne merit of their product, the cleaning efficiency it possesses, how long it lasts, how easy it is to operate, etc., while the cost is but a mere fraction of that of any vacuum cleaner possessing any merit.

No vacuum cleaner, no matter how expensive, can do the work that the carpet sweeper accomplishes, as no vacuum cleaner can gather up anything but fine dust, whereas the sweeper gathers up with ease and dispatch all kinds of miscellaneous litter, such as large crumbs, threads, ravelings, pins, needles, pieces of paper and cloth, lint, etc., as well as ordinary dust and dirt. Such matter would clog a vacuum cleaner and put it out of commission.

The Bissell company state that they have no intention of manufacturing a vacuum cleaner, as they are too busy meeting the demand for sweepers to undertake the manufacture of any other cleaning device. They are now putting another large addition to their Grand Rapids factory (the second within five years) to keep pace with the constantly increasing demand for their goods and claim they are actually manufacturing and marketing over 75 p.c. of all the carpet sweepers used in the entire world.

BUSINESS DITTY WITH A LESSON.

When the dimpled baby's hungry, what does the baby do ?
It doesn't lie serenely and merely sweetly coo ;
The hungry baby bellows with all its little might
Till some one gives it something to curb its appetite ;
The infant with the bottle which stills its fretful cries
A lesson plainly teaches—it pays to advertise.
The lamb lost on the hillside when darkness closes round,
Stands not in silence trembling and waiting to be found ;
Its plaintive bleating echoes across the vales and meads,
Until the shepherd hears it, and, hearing, kindly heeds.
And when its fears are ended, as on his breast it lies,
The lamb has made this patent : It pays to advertise.

IRON ORE NEAR CHATS FALLS.

Dr. Haanel, director of mines, in a departmental report just issued, states that recent surveys of the iron ore deposits in the Ottawa Valley near Chats Falls, some thirty miles west of Ottawa, show the presence of large bodies of commercial ores, which, under the electric smelting process, may be profitably exploited.

HARDWARE AND METAL

Established - 1868

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Addresses :

Canada : Macpubco, Toronto.

England : Atabek, London, Eng.

OFFICES :

MONTREAL - - 701-702 Eastern Townships Bank Bldg Telephone Main 125

TORONTO - - - - - 143-149 University Avenue Telephone Main 7324

WINNIPEG - - - - - 511 Union Bank Building Telephone 3726

VANCOUVER, B.C. - - - - - - H. Hodgson, 11 Hartney Chambers

LONDON, ENG - - - 88 Fleet Street, E.C. E. J. Dodd Telephone, Central 1290

NEW YORK - R. B. Huestis, 1109-1111 Lawyers' Title, Insurance & Trust Building Telephone, 1111 Cortlandt

FRANCE - - - - - - John F. Jones & Co., 31bis Faubourg Montmartre, Paris

SWITZERLAND - Louis Wolf ; Orell Fussli & Co., Zurich

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

TOO MANY CHANGES BAD.

Frequent change either of employers or lines is the most serious mistake any salesman can make. On the road to-day are many men who might be earning twice what they are if they had stuck to one line; but they allowed a slight increase in salary to tempt them to change, and have lived to rue the day. Acquaintance in a given territory, familiarity with some high-grade line, and the confidence of the trade are a salesman's greatest assets, and every change lessens their value.

Of course, times will come when changes are necessary, but they should be made only after the most careful deliberation and with a view to establishing a connection that will be permanent. In making a change the salesman will consider carefully the standing of firms, how they treat their customers, if their goods are well known, and how much advertising they are doing. No salary should be large enough to tempt him to take out, through a territory where he is known, a line of unreliable goods and thus destroy the confidence of his old customers in his good faith. It is better to stay where you are unless you can make a change that will result in your permanent betterment.

Having considered carefully the advisability of a change, every effort should be made to find a new position before resigning his present one. In the eyes of almost every employer the man at work has a value at least 25 per cent. higher than the one out of a job. To be able to say, "I am now employed and am giving satisfaction," supplementing this with good reasons for desiring a change, has proved the open sesame to many a first-class opportunity.

Through their wide acquaintanceship salesmen are in a better position to hear of opportunities than perhaps any other class of men. Then, too, they have open to them firms handling the same line as their own. Sales managers are always glad to consider men in the employ of their competitors; and if your work has been above the average, you may be surprised to see how much they know about you.

HARDWARE ASSOCIATION SUCCEEDS.

An important change has been decided upon by the grinders and jobbers of white lead in Canada by which there will in future be no "No. 1" white lead marketed in Ontario.

Two or three years ago the question was brought up at one of the conventions of the Ontario Retail Hardware Association, it being pointed out that honest dealers frequently suffered loss by the action of unscrupulous competitors who quoted or sold "No. 1" lead to inexperienced customers who were mislead by the brand and believed that "No. 1" meant first quality. One hardwareman would quote a price on pure lead while his competitor would quote on "No. 1" and get the business. The Executive of the Retail Hardware Association, therefore, took the matter up with the white lead manufacturers and requested that the practice of marking a second grade lead as "No. 1" be discontinued.

The following letter received by the secretary of the Ontario Retail Hardware Association shows that the obstacles in the way of making the change have at last been overcome and the manufacturers have acted favorably upon the request of several hundred of their customers.

> "In further reference to yours of April 2, in regard to the labeling of White Lead, I am now able to inform you that all the White Lead manufacturers in Montreal and district have decided to discontinue the use of the brand No. 1. This will be done in Ontario by all the firms and in their whole trade by all but one, this even in the case of manufacturers who were using the brand for first quality White Lead only."
>
> H. T. MELDRUM
> Montreal Secretary, C.M.A.
> Montreal, July 12.

With the exception of the product of one manufacturer, therefore, no lead will be branded as "No. 1" next season in all Canada. It would have been more satisfactory, however, if the deceptive form of marking had been abolished altogether.

RELY UPON YOURSELF.

The power of perception and ability to read human nature has much influence upon your work in selling to the consumer. This power and ability comes intuitively. It will not make its appearance suddenly, like a flash of light, or that which we term a presentiment. If you wait for it to make its appearance in that way you will be grievously disappointed. It comes only through close association with the consumers, making its appearance in so gradual a manner that you are not cognizant of it and do not actually realize the possession of it.

The salesman is an observer; he knows things; he knows what the people eat; what they speak; their desires, wants and needs. Remember, the key to the whole situation is in being able to present your goods to your customer in the same light in which he sees it.

To most successfully guard against failure in selling to the consumer you should rely wholly upon yourself, believe nothing you hear until you are able to learn from personal observation that it is true; never take anything for granted, but find out for yourself whether it is so.

If you are told that certain parties have placed their orders, don't accept the bald statement, but see them yourself; if that the trade is held or controlled by another party, prove it. No trade is held or owned, as the consumer is an independent operator, and buys where he thinks he can do the best. No manufacturer or merchant can possibly cover a territory and sell to every one. There is always room for one more.

GIVING AWAY PROFITS.

"What's the use of giving it to the retailer—he'll only give it all away !"

One of the delegates at the Kingston convention of retail merchants told a story in which the above was the central point.

He was listening some time ago to a conversation among manufacturers when the question arose of allowing the retailer a certain fairly large profit on manufactured articles.

The discussion progressed for some time until one of the number asked : "What's the use of giving it to the retailer—he'll only give it all away ?"

Retailers must admit that there are many among them to whom this applies. Once they secure a fair profit on an article they cut down the price to the consumer in order to beat out their competitors on the other side of the street.

This shows the need of a better understanding among retailers and a better knowledge of the business. It means that retailers have to be educated and this can be done to a large extent through association work in each town and city.

There is certainly no use in a manufacturer allowing the retailer a better

profit than he has been getting if he is going to give it away—the manufacturer in such a case thinks he might just as well keep it himself.

Retailers must maintain prices and they can usually do it by giving quality and service, and by newspaper and window dressing advertising.

THE MERGER COMPLETED.

As announced in Hardware and Metal last week the $25,000,000 merger of iron and steel mills has been rounded off by the purchase of a majority of the stock of the Dominion Wire Company, the estimated value of whose plant at Lachine, near Montreal, is given at $1,000,000. About three years ago the interests of the Fairman estate in the Dominion Wire Company were purchased by W. H. Farrel and his associates connected with the United States Steel Corporation.

The other companies in the merger are capitalized as follows :—Hamilton Steel & Iron, common stock, $3,000,000 ; Canada Screw, common stock, $1,250,000 ; preferred, $1,250,000 ; Canada Bolt and Nut, common stock, $880,000 ; preferred, $880,000 ; bonds $650,000 ; Montreal Rolling Mills, common stock, $1,234,300; bonds, $500,000.

Under the consolidation the capitalization of the Steel Company of Canada will be :—Stock, common, authorized, $15,000,000, to be issued $11,500,000. Stock cumulative preferred, 7 per cent., authorized $10,000,000 ; to be issued $6,500,000. Total stock $25,000,000 ; bonds 6 per cent. 30-year authorized, $10,000,000 to be issued $6,850,000.

This capitalization is based on the actual earnings of the past three years of the Hamilton Steel, Canada Screw and Montreal Rolling Mills companies, and upon the estimated earnings the remaining company—the Canada Bolt and Nut Co.—based on the few months of the present year, during which it has been in operation. The volume of new securities is based upon the actual earning capacity of the individual plants, as demonstrated by past experience. The different concerns entering the consolidation agreed to accept the bonds of the Steel Company, for two-thirds the appraised value of the property. They also agreed to accept preferred stock for the remaining one-third of the appraised value, plus the liquid assets of the properties, and common stock against the earning capacity, as demonstrated by the history of the company.

An important provision, is that by which the company is prevented from paying dividends on its common stock until such time as from earnings of the company there has been placed in the treasury a sufficient amount to pay dividends on the preferred stock for one year in advance.

The officers of the new corporation were given in Hardware and Metal of June 18, but the names of the directors have just been made public this week. They are as follows :

President—Charles S. Wilcox, Hamilton, director Traders Bank and other institutions, and president Hamilton Steel and Iron Company.

Vice-Presidents—Cyrus A. Birge, Hamilton, president Hamilton Screw Company, director Bank of Hamilton ; and H. S. Holt, Montreal, president Royal Bank of Canada, and the Montreal Light, Heat and Power Company.

General Manager—Robert Hobson, Hamilton, formerly general manager Hamilton Steel and Iron Company.

Secretary—Lloyd Harris, M.P., Brantford, president Canada Bolt and Nut Company.

Directors—Senator William Gibson, Hamilton, president Bank of Hamilton ; E. B. Osler, Toronto, president Dominion Bank, director C P.R. ; William Southam, Hamilton, director Hamilton Steel and Iron ; W. D. Matthews, Toronto, director C.P.R. ; Charles Alexander, Providence, R. I., president American Screw Company ; John Milne, director Hamilton Steel and Iron Company, and I. Hamilton Benn, London, England.

The inclusion of the Dominion Wire Company places the Steel Company of Canada in a commanding position of the bolt and nut, nail and screw markets in Canada, although there are a number of smaller manufacturing concerns which are not included. By specializing the various plants on certain classes of material and by making economies in cost of administration, selling and distribution the company will be able to increase their profits materially. While competition is not entirely eliminated it is likely that prices will be held more stable in the future and fluctuations will not be so frequent as formerly.

The question of erecting a rod mill at Hamilton has been left in abeyance for the present. The government bounty on rods is to be discontinued after this year and it may be found to be more economical to import than to erect a plant and manufacture at Hamilton.

EVOLUTION IN FLY SCREENS.

It is understood that the Canadian manufacturers of wire cloth intend pushing black wire cloth more extensively next season, probably offering it at a lower price than green cloth, the cost of manufacture being slightly lower if the plant can be kept working on black continuously. Besides, black is more durable than green, it being possible to use an enamel with the black, this ensuring a better grade of material to supply to customers. In the United States black wire cloth has almost wholly taken the place of green, galvanized also having grown in popularity.

While fear has been expressed that hardwaremen will find it difficult to induce customers to change to black from green, the experience of such firms as Aikenhead Hardware Co., Toronto; Stanley Mills & Co., Hamilton, and others who have sold black cloth, is that customers readily accept the black when it is pointed out that the black is a better article, and it is only on close inspection that black can be distinguished from green.

The growth of the screen wire business has been remarkable. Talking to Hardware and Metal last week, Stanley Mills, of Hamilton, told of how he and his brother had manufactured the first screen doors in Canada. He had learned the hardware business at Hamilton, and in 1888 business took him to Ridgetown, Ontario, where he saw a screen door which a local carpenter had made. Mr. Mills was taken with the idea, and on his return to Hamilton he placed an order with a Wiarton manufacturer for several hundred door frames, 600 doors being fitted with screens by the Mills brothers during the first winter and 800 the following winter, these being sold later in the Mills store. Then manufacturers at Brantford, and later at Paris, got into the business, both the screen door factories and the wire screen plant at Hamilton having to be enlarged several times to handle the growing trade in doors and windows.

The "Kill the typhoid fly" campaign of the past couple of years has been an important factor in increasing the sale of screens, and many firms which formerly bought in dozen or gross lots are now buying in car lots. Customers, too, who formerly bought but one screen door are now buying three or four at a time, besides fitting all their windows with wire cloth or adjustable screens.

The demand is likely to continue to increase also, as the popularity of screen wire is spreading and doors have to be replaced after one or two season's use. Whether the market will be found large enough to induce screen makers to take up the manufacture of metal frames for window screens is a question, but they have proved very serviceable in the United States, and have forced the wooden screens into the background.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKET BRIEFS.

Toronto.

Copper—Cut of ¼c.
Old Copper—Down 1c.
Gasoline—Advanced 2c.
Benzine—Up 2c.
Turpentine—2c higher.
Linseed Oil—2c firmer.
Black Sheets—Up 10c.

MONTREAL.

July 15.—Copper is still in the limelight, and a sagging market is dominant. A prominent American authority states that some sort of an agreement will be reached by the fall that will strengthen the copper situation. He said he expected to see the leading copper interests get together and confine production within the limits of consumption. The close relationship of big interests would naturally drive an advance in copper. The 13½c quoted last week is still holding although 13¾c was quoted in some quarters. It is over two years since the copper market has been good, and it is expected the worst is over. If curtailment should take place in production a rush by consumers would be the natural consequence.

Marked sympathy with copper has been shown by other metals and a weakness has ruled without any pronounced change in price.

In tin, for instance, necessity orders are the only kind noted. Most buyers are very shy. The market in London was lower this week than last, and dealers seem to be anticipating lower prices still. The market is dull, and according to the strongest reports, bad statistics are expected at the end of the month. Tin, therefore, will be worth watching for some little time to come.

Pig Iron—The trade have been discussing the fact that pig iron sold in Pittsburg below cost of manufacture. In fact, the whole market seems demoralized, so much so that big buyers announced the withdrawal of their enquiry, choosing to take a chance on the open market. Locally, however, no change has taken place in price. Deliveries are being carried out with due regularity, and it looks as if there would be further sagging in prices. Business seems better all over Canada than across the border.

Tin—The low market in London, Eng., has had its effect all over. There seems to be a stagnation in the foreign markets. The market still holds at 35c. Consumers refuse to buy for future delivery, and are limited to some extent for prompt. If copper keeps on falling, tin is bound to follow, and those figures for which the dealers are waiting at the end of the month will be watched with much interest.

Copper—Still lower copper is the cry. Experts are telling around that there may be 11c copper before long, but who really knows? It is locally reported that better prices may come in the fall. Copper producers figures cause some consternation in United States, showing that in June the production was the largest and the consumption the smallest on record, for the twelve months. Immense exports of copper tempt the knowing ones to claim a financial or some other reason for the big shipments. Many tons of copper are now on the ocean, and these cannot enter into foreign or American stocks at present. Locally the price is held at 13½c. Primary markets are getting worse daily, and altogether things look "blue" for copper. Holders are still anxious, and no wonder, for buyers are very chary about large amounts just now. London took the copper producers' figures very calmly.

Spelter—No change in spelter is quoted, but everything looks well for this product. The English market is holding strongly, and it looks as if good trade was in sight here. The market holds at St. Louis around the $5 mark of last week.

Lead — Comparative dullness exists. The English market is inactive and seems to have fallen away down this week. Imported and domestic lead remain the same in price.

Scrap—Quietness still rules. Both enquiry and offerings are slight. We quote: Heavy copper wire at 11c; light copper bottoms, 9½c; heavy red brass, 8c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3c; No. 1 wrought iron, $12; machinery cast scrap, No. 1. $16; stove plate, $12.50; malleable, $9; miscellaneous steel, $5.

TORONTO.

July 15.—Trading in metals is running slow. With the exception of iron and steel all the raw metals are rather dull.

Copper has declined another ¼ cent this week, and holders are letting go their stocks. Buying is fair in consequence of the low quotation. Scrap copper is down 1c in consequence of the cut on new copper. Black sheets are about 10c firmer. These compose the price changes of the week.

The state of the new metal market is altogether different from conditions prevailing in manufacturing trades where metals are used. Wholesalers and retailers say they are meeting with delays and difficulties in getting metal goods from the makers, and the latter state they are doing the best they can in trying to fill orders by working their staffs overtime. This state of affairs should make for good business in metals after the midsummer holidays.

Pig Iron—The movement of pig iron is fair, but the great bulk of passing business is the filling of orders on early booking. However, the iron and steel industry is doing more work than it is given credit for, and just at present is saving the whole metal market from falling into a rut. Production of pig iron just now is about 10 per cent. less than it was at the commencement of the year. Prices are unchanged, though Canadian foundry iron seems easier because there is a little more offering. Hamilton Iron & Steel's current prices for pig iron in car lots are $20 per gross ton for No. 1 grade and $19.50 for No. 2, f.o.b. furnace in both cases. This is for prompt shipment. Toronto quotations for this and Midland would be about 50 cents a ton more. Imported iron prices are unchanged: Middlesbro' No. 3 is $20.25; Cleveland No. 1, $20.50; Clarence, No. 3, $20.75; Summerlee and other English makes, $22.50. Scotch irons are quoted at about the same range. Glengarnock is $22.50.

Copper—Another cut of a quarter cent a pound has been made on copper this week, and holders who have not much confidence in the red metal are unloading. This circumstance has provoked some fair local buying; otherwise the market would be dull. This unloading should deplete stocks and make for a better condition after the summer holidays. The local quotation is now $13.25.

Tin—The situation is unchanged from the past two weeks. Trading is not active, though fair. Stocks are low, which keeps the price firm at 35c for ordinary and small quantities.

Lead—This metal remains stationary. Business is quiet. Quotations are at the figures: $3.75 for Trail and $3.80 for English lead.

Spelter—The primary markets report a firming up of spelter with a little higher price being asked. Local sales are light, with a fair prospect ahead. The quotation remains at $5.75.

Sheets and Plates—Very fair business is being done in galvanized and black sheets and also in tinplates. Black sheets show an advance of 5c on small, 10c on medium and 15c on large gauges.

Old Materials—Scrap copper is off from 1c to 1½c a pound as a result of the cut in new copper. Business is somewhat flat. Stocks are adequate, with sales small. Dealers are paying this week for heavy copper and wire 10½c; light copper bottoms, 9c.; heavy red brass, 9½c to 10c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3½c; No. 1 wrought iron, $11; machinery cast scrap No. 1. $15.50; stove plate, $13; malleable, $8; miscellaneous steel, $6; old rubbers, 9c.

HARDWARE MARKETS

MONTREAL.

July 15.—Jobbers are all busy. It is surprising that despite the summer holiday period trade has been active, and increasingly so all the time. The demand for harvest tools of all descriptions has been unprecedented. In fact the over demand has cramped the supply and manufacturers are taxed to their utmost now. Fruit preserving utensils come next in order of demand, also hammocks, ice cream freezers, screens, etc. There has arrived a new trouble though in wire nails. A distinct shortage has been noticed, and the three-inch variety are scarce. Sorting up orders are flocking in and one large jobbing house made the remark that they were never so busy. All over the same cry is heard, and it is nice news for the trade generally. No marked change in price has taken place.

Seasonable Lines—Hurry up orders are the brand now in vogue. Immediate wants occasion the call for hammocks, sporting goods and refrigerators, etc. Business in all these lines has kept up steadily all the week. Kettles, apple parers and seeders for cherries, etc., have come in for brisk call.

Builders' Hardware—The strike in the building trade has not curtailed the demand for all varieties of builders' supplies. The local trade has had a slight interruption by the disagreement with the bricklayers, but the builders here have decided to oppose the strikers, and are buying their needs as usual. We quote: Lock sets (inside), $4 per doz. and up: lock sets (outside), $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½c to 33c.

Bolts and Nuts—No change in the situation has occurred. Stiff prices dominate. Good orders are in hand for future delivery, and the trade is strongly held. There has been a shortage temporarily for wire nails, but this will most likely be overcome promptly. The reference is to the three-inch kind. We quote: Discount on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Harvest Tools—A shortage in harvest tools has been occasioned by the unexpected demand in all parts of the country. Even the Maritime Provinces are ordering nearly fifty per cent. stronger than usual. Crops down east are said to be splendid, and it is not to be forgotten that despite our great granary in the Northwest, crops generally have to be good to make the demand heavy for such lines. We quote: Harvest tools, 50 and 5 off; scythes, cast steel, $6; better grades, $7 and up; grass hooks, $1.60 to $2 per doz.

Heavy Hardware — Activity of the most healthy kind is the order. Boat loads of heavy hardware continue to be carried to various points, and the jobbers are exceedingly busy. We quote: Chain coil, ¼, $5.25; ⅜, $3.80; ½, $3.50; ¾, $3.25; 1, $3.25; anchors, 40½c lb. up; merchant bar iron and mild steel, $1.90; steam gauges, $1.50 each up; injectors, $4 to $18 each; and steam gauges, 35c to 80c.

Wire—A strong movement always sets in at this time for hay wire, as haying will be at its height in this province in about ten days. The news of the trade is that the Dominion Wire Mfg. Co., appears now in the big merger of the steel company. The Royal Securities announce the fact. Trade is good generally. Field fence even is selling well and all wire products are in good steady demand. We quote: Barb wire, car lots, mixed, $2.45; small lots, $2.50; plain twist, car lots, $2.75; small, $2.80. Galvanized wire No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b. Montreal. Coiled spring fencing, $2.30 straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.35 ba se. Staples, bright, $2.60; galvanized, $2.85.

TORONTO.

July 15.—The demand for general, and particularly for seasonable hardware lines is making business fine and good. Both booked and letter orders are highly satisfactory. The steadiness of the market, too, is beneficial. Jobbers state that they do not recollect when prices remained stationary for so long a time as at present.

The market is firm with the tendency towards stronger quotations. Manufacturers, however, feel that stability is better than frequently-changing prices, and so are content to let quotations remain as they are.

Builders' hardware, tools, nails and some brass hose supplies are meeting with a great call and there is experienced some little delay in getting sufficient quantities to fill all orders promptly.

Lawn Goods—Hose and hose supplies are going out so largely that it will be surprising if any stocks will be left in jobbers' hands by the end of the summer. Already there is a scarcity of nozzles and other brass supplies. Hardwaremen too, say that in the newer residential sections of the larger towns a great deal of hose has been sold. Hammocks are selling better now than earlier,—say a month ago.

Farm Tools—Hay rakes are having another good run; so, too, are hoes for beet cultivation as well as general agricultural implements of the smaller variety. Pumps, horse pokes and sprayers have also gone well this week.

Household Goods — Preserving goods are going steadily now, and orders received call for nice quantities.

Campers' and cottagers' supplies are in fair demand, as are general housecleaning articles. Coal oil lamps and stoves are leaders. Screens are still active.

Builders' Hardware—Stocks of popular styles of locks are low, owing to the big demand since the season opened. The newer varieties of lock sets have taken immediately. It begins to look as if the present season will offset the big sales' record of last year in this department. Wire nails are in great demand so much so that stocks are running light.

Mechanics' Tools — A satisfactorily steady trade is now passing in general tools — carpenters', plasterers', bricklayers' and cement workers'. Saws and hammers have the greatest call.

Wire goods—Fence wire of all kinds is moving in fine volume, and of late there has been a pretty fair call for clothes wire rope. All varieties of supplies are active. The merger talk has livened up buying as higher prices were anticipated.

Bolts and Nuts—Buying has been splendid. As with wire goods the merger rumor has greatly strengthened the market.

Heavy Hardware—Jack chain, rods, bars and pipe are steady. Pipe is especially firm in price. Black sheets, too, are strong. Plates and sheets generally figure largely in orders.

Sporting Goods—Tennis, golf, baseball and lacrosse supplies are steady. So is fishing tackle. Motor boat and automobile goods are more active than a year ago at this time.

Cutlery—Demand just at present is running towards pen-knives and razors. Trading, though, is rather quiet.

U.S. METAL MARKETS.

New York, July 6.—The Iron Age says: The statistics for June show that the production of coke and anthracite pig iron was 2,265,000 gross tons, or 75,500 tons a day, against 77,100 tons a day in May. On July 1, 269 furnaces were in blast against 280 furnaces one month previous, and the daily capacity active was 73,700 tons, or about 3,100 tons a day less than on June 1. The annual rate of production of all kinds of pig iron, estimating charcoal iron at 400,000 tons a year, was about 27,300,000 tons on July 1, against 28,450,000 tons one month previous. A number of furnaces have gone out in the past few days, so that the curtailment may now be reckoned at 15 per cent. from the high point, which was 31,650,000 tons a year in February. The movement will be carried further, as preparations are now being made for the blowing out of other furnaces.

As to the course of business in the summer months the forecasts of leaders in the trade are not enthusiastic, since several undetermined factors enter into the reckoning. In the wire industry signs of slackening of operations increase. In black and galvanized sheets prices are weaker, and for galvanized are $4 a ton below the nominal level. Pig iron markets show considerable manoeuvering, a good many buyers in the middle west trying to buy at present prices for delivery well into next year. Prices are weaker in spots, but producers sell grudgingly on long deliveries.

HARDWARE TRADE GOSSIP

Ontario.

Poseph Akitt, Creemore, is remodelling his hardware store.

R. C. Dodds, hardware merchant, Grand Valley, Ont., has assigned to J. W. Rounding.

F. E. Ellis, Western Ontario salesman for the Gurney-Tilden Co., Hamilton, is summering at Rice Lake.

W. B. Clifton, Alliston, has some large roofing contracts for large barns now in course of erection in that section.

John N. Rowan, metal sales manager for Frankel Bros., metal dealers, Toronto, has gone on a six-weeks' pleasure and business trip to the Pacific Coast.

W. J. Anthony, Georgetown, reports his stove trade is opening up much earlier than usual. Mr. Anthony has several large contracts for roofing on large barns.

Thomas J Johnston, for many years manager of the lead works of the James Robertson Co., Toronto, and who for some months has been absent, owing to illness, has again resumed charge of the works. He will spend part of his time outside, however, calling on some of the firm's most important lead and paint customers.

Quebec.

A. Leroux, hardware merchant, Montreal, has been registered.

Duskes Bros., hardware merchants, have been registered at Montreal.

J. Willis Mitchell, representing James Cartland & Sons, Birmingham, Eng., was in Montreal recently on his way through to the coast.

The Garth Co., the well-known Montreal plumbing supply house have changed their west side quarters to handsomely fitted up premises at 558 St. Catherine St. W.

The J. L. Mott Co. have opened their fine new premises at 138 to 140 Bleury street., Montreal, where W. J. Wall, their capable representative, will meet the trade as formerly.

Lowden & Mead have opened premises at 13 Bleury St., Montreal, for the sale of electrical specialties. W. C. Ryan, electrical contractor is associated with them in the same place.

Fred W. Evans, manager of the machinery department of the Canadian Fairbanks Co., Montreal, was married recently to Miss Edna Hurd, of Toronto. Fred is a favorite in the trade.

Thomas Reed has succeeded the late Frederick E. C. Baldwin, as sales manager of the Walpole Rubber Co. Mr. Reed's headquarters are in the Eastern Township's Bank Bldg, Montreal.

E. Irving, general manager of the Sunbeam Incandescent Lamp Co., Toronto, Mr. Pritchard, factory superintendent and Mr. Price, representative, were visitors in Montreal recently.

C. J. Young, formerly in the electrical department of Henry Morgan & Co., has joined the staff of the Bleau Gas Co., at Montreal. The Bleau Gas Co. have taken nice offices in the Jacobs Building, and have attracted much attention by their up-to-date business methods.

George A. Marshall, of the house of George Butler & Co., cutlers, Sheffield, England., was in Montreal last week. Mr. Marshall had been through to the Pacific Coast, and had found business exceedingly good.

The Sayer Electric Co., consistent with their local enterprise, have opened a branch establishment at No. 1 Wellington St., Sherbroke, Que., where a complete stock of electrical fixtures and accessories will be carried.

The Carnac-Marquis Glue Co., of Quebec City, are making some important changes in their already well equipped factory. They are located at St. Malo and have decided to introduce electricity for their whole establishment, that is for operating purposes. The power will be supplied by the Quebec Railway Light & Power Co., and the machines by the Canadian Westinghouse Co.

Western Canada.

A. T. Warnken, hardware merchant, Winnipeg, has assigned to C. H. Newton.

D. MacDonald & Co., hardware merchants, Shoal Lake, Man., are succeeded by Eakin & Griffin.

July 8.—Robbers entered the store of the Landrith Hardware Co., Lemburg, Sask., a few nights ago, and stole some ammunition and cutlery. The mounted police are on the track of the thieves.

TO TEST B. C. ACT.

Vancouver, July 14.—Protests of brokers and manufacturers' agents against the enforcement of the Companies Act have been ineffectual and it went into effect on the first of the month. For the last two months there has been a general agitation in both Vancouver and Victoria among the members of the boards of trade, the brokers and all representatives of outside companies to at least have the penalties of the act suspended for six months, but the attorney-general has refused to give favorable consideration. It is now proposed to make a test case, eminent counsel having already been engaged and the constitutionality of the act will be brought before the highest courts.

Those opposed to the act on the coast will have support in the east, and they regard as encouraging the action of manufacturers in Toronto and Montreal who are naturally opposed also, since they are compelled to incorporate in British Columbia.

One broker says, it will mean the elimination of the small commission man, since his dealings were not sufficient to warrant the expense of registration, and trade will be confined in certain and larger channels, which he claims will promote monopoly. This will result in higher prices to the consumer, he says, since the additional cost of operation will doubtless be added to the selling price.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Mantels and Tiles.—An attractive catalogue illustrating a line of big money makers for the retail hardware man has been issued by the Winnipeg Paint & Glass Co. This catalogue illustrates a full line of mantels, grates and tiles, a line of goods for which the western hardware man can find a ready sale, and on which there is a good margin of profit. Any reader of Hardware and Metal who mentions this paper can secure a copy from the Winnipeg Paint & Glass Co.

New Saw Sign.—One of the few signs or posters supplied hardware dealers worthy of special mention is a new sign sign now appearing in the interests of



New Simonds Saw Sign.

Simonds Hand Saws. It is a moderate sized, distinctive sign, very neatly lithographed. This sign has undertaken the task of teaching the public the proper pronunciation of the word, "Simonds."

Rope and Cordage.—A new booklet entitled "The Rope You Can Trust," recently published by the Plymouth Cordage Co., Plymouth, Mass., and Welland, Ont., contains some interesting facts for the consumer who uses rope and for the dealer and jobber who distributes it.

The sower of wild oats gets sore of the job as the crop ripens for harvest.

Every good idea that you put into operation means more dollars tinkling in the till.

Show that you are alive. Suggest by window displays etc., summer goods which you know the public want at this season, but which they have not yet thought of. Get in on the ground floor first.

News and Methods of Canadian Hardwaremen

St. John Nail Manufacturer to Double Capacity of Plant — Stove Company at Owen Sound Increasing Warehouse Capacity—Novel Wire Cloth Holder at Hamilton — Steel Industry for Vancouver.

ST. JOHN.

July 13.—The St. John Board of Trade Council, at a meeting held last week, discussed the application of James Pender, to the City Council for a fixed rate of taxation for his nail manufacturing plant for the next ten years, and heartily endorsed the idea. The treasury board of the council is to meet this week to consider the request, and it is generally believed that it will be granted. Mr. Pender in speaking of his plans, said that if the city will grant his request, he will double the capacity of his present factory. This would involve an initial expenditure of about $50,000 or $75,000, and would necessitate the employment of a large number of additional hands. Since his visit to Australia and New Zealand last year, Mr. Pender has had under consideration the extension of his business to the markets of these countries. He has definitely decided that he will not go west, as he had expected, but will stay in St. John, and devote all his energies to the promotion of trade with the Canadian West, and the far away portions of the empire.

The contract for the erection of the new building for the New Brunswick Telephone Co., has been awarded to B. Mooney & Sons, of this city. The contract price is about $22,000, and the building is to be ready March 1.

Stanley E. Elkin, of the Maritime Nail Works, is one of those applying for incorporation as the Motor Car and Equipment Co., with a capital stock of $24,000. They have begun the building of a garage, on Princess street, and will carry on a general automobile business.

OWEN SOUND.

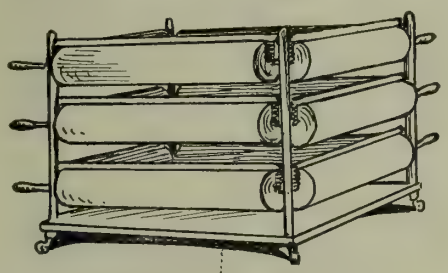
July 9.—The Canadian Heating & Ventilating Co., are adding a second storey on their shipping room, to be used as a storehouse. The addition is 56 feet by 90 feet, giving 5,000 square feet of floor space. An elevator will facilitate the handling of goods. The old storehouse, which has become too small for the company's rapidly growing business, will be used as a trimming room.

HAMILTON.

July 12.—J. H. Callaghan has taken over the hardware business of Warren Bros., Barton street east, the latter having gone exclusively into the builders' hardware business, with an office and warehouse on King street.

J. W. Nelson, sporting goods merchant, James street, is offering prizes for the largest pike, bass and perch caught in Hamilton bay by fishermen who use his tackle.

Stanley Mills & Co. have a novel fixture on which they display screen wire cloth. It is a four-cornered stand, set on the counter at the rear of the store. Four uprights running on castors, each carry several rollers, carrying various sizes of wire cloth, springs and rollers being used to keep the cloth tight, while a handle is fitted on to roll or unroll it. The firm handles an enormous quantity of wire cloth, and the large fixture has proven very serviceable to them. This year they handled imported black and galvanized cloth, but also sold a considerable quantity of green, after the



Novel Wire Cloth Holder.

black was sold out. They have sold as many as 250 screen doors in one day this season, and will easily excel last year's record of 2,400 doors. In selling doors they first ask the size, then the location, front or back, and then offer a selection of about 24 styles. No difficulty whatever, has been experienced in selling black wire cloth to customers even though green has previously been used. Galvanized has also proven quite popular.

LONDON.

July 16.—London hardwaremen are benefiting by the popularity of Port Stanley and other points as summer resorts. Port Stanley is not supplied with gas, and the number of oil stoves sold in London to citizens about to summer at the lakeside is really surprising. Small two-burner stoves at a low price have been popular, but the larger models at $7.50, $10 and upwards have also been sold in good numbers. Of course, hammocks, fishing and athletic goods and granite ware, with many other lines, are also moving well.

Jack McKellar, for the past three years city traveler with the McClary Mfg. Co., has been transferred to the Winnipeg branch. Arthur Kingsmill, of this city, who has been in the Hamilton branch, also goes to Winnipeg, where he will be employed in the warehouse.

CALEDONIA.

July 16.—Caledonia merchants including Clysdale & French and McGregor & Co., the hardware men, have agreed upon early closing hours for the summer and fall. They are an outcome of the fact that their customers are so largely from the surrounding country, and like to shop in the evening.

All the principal stores will close at 1 p.m. on Wednesdays, during July and August and at 7 p.m. every evening from October 1, 1910, till June 30, 1911, excepting on Wednesday and Saturday evenings of each week, the night preceding any public holiday, the week during which Caledonia Fair is held, and one calendar week before Christmas.

Numerous new barns in the neighborhood have helped business along some lines during the past month. The trade is less desirable than might be imagined, however, for several reasons. Farmers and contractors get their nails by the keg and other things in proportionately large quantities, with a small margin of profit to the retailer. The farmers, too, like to charge everything up to an account which they promise to settle in the fall.

MITCHELL.

July 13.—The cash record used by the T. S. Ford Co., Mitchell, is one whereby an account of each day's cash sales is kept. Clerks' sales are entered in the column headed with their number, which also appear on the sales checks. This record is kept in the form of a book, with pages ruled in money columns, with clerks' numbers at the top of each column. This system is found to be very serviceable in a cash and credit business where a customer, on being furnished with an account, may claim that an article has been paid for. This can be proved easily by turning up the page of the record for the day goods were bought, and if paid for the entry will so appear. For further proof, the T. S. Ford Co. can refer to cash checks which are kept sealed. The total amount on sheet should correspond with actual cash. If there is surplus cash, it is marked on the corner of the sheet, so that, should a customer come in claiming that change was forgotten, if the surplus cash for the particular day covers the amount claimed, the error is rectified and a refund made. By means of this record the merchant can keep tab on the work done by clerks.

DESERONTO.

July 11.—The Standard Chemical Co., Toronto, deny the report in the Toronto World of July 5, that their charcoal iron plant would be removed from Deseronto to Kingston. The proposition has never been considered by them.

EDMONTON.

July 11.—Giving bonuses to clerks is an extra incentive to show larger sales, but sometimes there is a temptation to be less particular about small sales, and more attention paid to customers who buy largely. To overcome this difficulty, a merchant who occasionally gives bonuses, offers two, one for largest sales, the other for greatest number of articles sold. Both bonuses can be won by the

same clerk. These bonuses take the form of goods, and clerks do not know beforehand when they are going to be offered. It is found that with the opportunity of receiving a bonus, clerks are more eager to sell goods.

This merchant believes in ticketing goods in the store with price cards. Goods marked thus, and well displayed, he says, are half sold, and fewer clerks are required. He uses top of shelving for showing goods, and makes a feature of displaying one kind of goods, such as whitewear, underskirts, waists, etc. This plan makes the display more noticeable and effective. He gets his clerks to attend to stock in the mornings, so as to have the afternoons free for selling. During July and August he closes at 5.30, instead of 6 o'clock, and finds it to be good advertising. It is something different, and people talk about it. Clerks appreciate it, and customers buy earlier.

In applying cash system, he considers that, if customers pay for goods they are not so liable to acquire them merely out of curiosity to compare the goods of different stores. Instead of giving goods out on approval, he has tried, in some cases, to get customers to pay for goods, and if not satisfactory, refund the money.

VANCOUVER.

July 9.—By a majority of 602 votes the ratepayers of Vancouver on June 28 approved of the by-law which granted 61 acres of the bed of False Creek to the Great Northern Railway for terminals. The total vote polled was 3,374, the vote in favor being 2,717, a three-fifths vote being necessary to carry the by-law. This settles the matter of terminals for the Great Northern and also for the Canadian Northern and the Grand Trunk Pacific. Under the terms of the agreement between the city and the railway the two additional lines mentioned are to have access to the terminals by paying their share of the interest on the cost of construction, the cost of reclaiming the land, and of all the necessary expenses connected with the establishment of the railway terminals.

While the opposition had the right to navigate the channel, under the existing agreement this right of navigation is waived, and the city can now start in to reclaim the remaining 130 acres if it wishes. It is expected that the settlement of this question will give a decided impetus to industry.

W. Owen, C.E., has been in Vancouver recently, and is understood to represent British capitalists, who will establish a large steel works in British Columbia for the manufacture of steel rails, angle bars, wire goods and tin plates. Before leaving Mr. Owen announced that the company will be registered in London by the end of August or the beginning of September, also that he had secured a site for the plant and completed arrangements for acquiring the necessary coal and iron ore. It is understood that the company intend to spend about $15,000,000 in the acquisition of the various properties necessary to their business.

Western Merchants Anxious to Curtail Credits

A Universal Trouble on Which Action Should be Taken Immediately—Resolution Passed by United Boards of Trade of Western Canada—Some Want Small Debt Court.

By L. C. Harkness.

The introduction of a resolution at the convention of the boards of trade of Western Canada recently held at Brandon, aiming at the curtailment of the abused credit system, marks an epoch in the history of merchandizing methods.

The resolution, which was moved by W. J. Birnie, of Carman, Manitoba, reads as follows:

> RESOLVED that this Associated Boards of Trade of Western Canada are of the opinion that legislation should be enacted to make it clear that overdue accounts shall bear interest from due date, on the same terms and same rules as are now provided for overdue bills and notes.

It is not difficult for the merchant who has had any experience in making collections or dealing with delinquents to understand the circumstances which led up to action of the merchant at Carman as outlined by the resolution. There are few merchants that have no overdue accounts on their books, and there are few merchants who have not had difficulty some time in their career trying to get accounts straightened out. So it would seem natural that every merchant would readily become keenly interested in the above resolution.

It may not be that this particular action meets with the endorsation of every merchant. Indeed it is probable that it would meet with opposition. But every retailer should be glad to know that somewhere else someone is grappling with a momentous problem. Every merchant should take off his hat to the man who is struggling to get light on a vexatious commercial problem and so far as the vital point is concerned at least, should give such support as will help to clear the sky on the sore problem of credit.

Many Attempts Made.

In addition to this action there have been other more or less far-reaching attempts to solve the problem of the abused credit system. In Ontario a few towns and cities have established collection departments. In Western Canada the idea of forming a small debt court has been spoken of favorably for a number of years. Many merchants have entirely shut out the giving of credit and operate altogether on a cash basis.

A large percentage of retailers have private systems of their own to control their accounts; some are successful and some are not. All these methods and systems, including the one which recently emanated from Carman, go to show the tendency of the times toward a system which curtails or controls the giving of credit, or makes more secure the financial position of the retailer in his dealings with the consumer.

There are varied opinions concerning the resolution. It is only hoped that this introduction will create a more widespread interest in the great question. It must be admitted that there is altogether too much latitude allowed the consumer in the matter of settlement for goods. And it is evident that the resolution aims at limiting that latitude by the written law. It is believed that as all commercial and industrial life advances, it is followed up by what may be understood as commercial legalization. That is, the law controls to a greater or lesser degree the operations of any trade enterprise.

As the science of merchandising advances it is not surprising to hear the law spoken of as a means to regulate certain branches of the trade.

Trade Wants Action.

It may be that any one method would not be applicable under all conditions, but there is hope for a solution everywhere, so long as there is continued action on the question. Action is what the trade wants, and it is this that we all admire in the various methods that have been brought to our attention.

WASTING TIME

A bank official of high standing has recently issued an order to the effect that errors under $1 shall be passed over and made good from the general funds if they cannot be corrected after ordinary search. He does not believe in spending $25 in time to find $1 in money.

Everywhere we see this extravagance of time, this hour's searching for the penny—that is only a penny when we have found it.

"I once knew a man," says a writer in The Business Man's Magazine, "who insisted that his stenographer should look up her shorthand notes and make changes after he had made them in typewritten letter. The fact that the letter was press-copied before it left the office did not satisfy him. Look around you every day and see the $100-men who are doing work that should be done by $25-men. See the loss of valuable hours through misconception of duty and misdirection of effort. 'Time is money,' said the sage. Do we believe it? If so, let us practise what we believe. What is your time worth by the hour—by the day? Don't dribble it away on insignificant things. Be sure the game is worth the candle before you begin it."

BUSINESS OPPORTUNITY.

FOR SALE – WATERLOO IRON WORKS, in town of Waterloo, Quebec, in centre of the Eastern Townships. Plant comprises Foundry, Machine Shop, Stove Mounting and Wood Shops and Boiler House. Brick buildings, galvanized iron roofs, all in good repair. Canadian Pacific and Central Vermont Railways run through the town. Works situated only few rods from former. Splendid opportunity for any who wish to engage in manufacturing. Terms reasonable. Address: Waterloo Iron Works, Waterloo, Quebec. (32)

SITUATION WANTED.

COMPETENT and energetic hardware clerk, with four years' experience, wants position in West. Best of references. Box 1017, HARDWARE AND METAL, Toronto. (31)

How is Your Business?

Good? Fair? or Just "So-So"?

If it's good—it might be better—Perhaps a stiff shot of ginger might increase the efficiency of your clerks. Sometimes business comes so easy you are content to just let it come of its own accord. GINGER UP! You can never get so much that there is no more to be had. OUR SALES HELPS ARE FULL OF GINGER. Drop us a line and let us tell you how to get them.

G. F. Stephens & Co., Limited

Paint and Varnish Makers **WINNIPEG, Canada**

BRANCH AT CALGARY

FOR ONE CENT

Get a copy of our

New Catalogue No. 5

IT'S COMPLETE

A Postal Card will bring it.

We are the *only manufacturers* in the West of

Metal Shingles and Siding, Metal Ceilings and Walls, Corrugated Iron (Painted and Galvanized), Eavetrough, Conductor Pipe, etc.

Good Goods. Right Prices. Protection for the Dealer.

Winnipeg Ceiling and Roofing Company

WINNIPEG

Queen City Water White Oil

GIVES PERFCET LIGHT

FOR SALE BY DEALERS EVERYWHERE

Unlimited Results can be assured by the sale of Quality Heating Apparatus

There is no question about light weight, poorly proportioned, low grade heaters meeting the demand for low price, but not the quality consideration.

The average house owner looking for a heating apparatus is not posted as to furnace construction and unless the Heating Contractor takes the time to discuss thoroughly Furnace Quality he will consider only first cost, which should be secondary to—Fuel Cost, Heat Distribution and Durability.

Make it a point to talk "Quality" to your next prospect.

Pease Furnaces are constructed on the principle of "How Good."

Write for Catalogue.

Pease Foundry Co. Ltd.

TORONTO, ONT.

Pease-Waldon Co. Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50 ; No. 1, $2.40 ; 2, $1.80 ; p.g. oak, $2.75.

Augur Bits—"Irwin" bits 47½; other lines, 75 per cent.

Bolts—Carriage ⅜ and smaller, 65 ; 7-16 and larger, 55 ; machine, ⅜ and under, 60 and 5 ; 7-16 and over, 55; machine set screws, 65 ; plough bolts ,50 ; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.75 ; sleigh shoe steel, $2.65 ; spring steel, $3.40 ; machinery steel, $3.50 ; tool steel, Black Diamond, 100 lbs., $8.50 ; Jessop, $13.

Blocks—Steel, 45 ; wood, 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 33½c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, $4; pressed standing seamed roofing, 28, painted, $3.20; galvanized, $4 ; 26, $3.55 and $4.35.

Canada Plates—Half polish, 6 and 7-inch, $3.15 ; 8-inch, $3.40 ; full polish, 6 and 7-inch, $3.90 ; 8-inch, $4.15.

Clevices—7½ cents per lb.

Enamelware—Canada, 50 ; Imperial, 60 ; Premier, 50 ; Colonial, 60 ; white, 70 and 10 ; diamond, 50 ; granite, 60 per cent.

Fittings — Wrought couplings, 60 ; nipples, 75 ; malleable fittings, 25 ; bushings and unions, 60.

Files—American, 75 ; Black Diamond, 60 ; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80 ; 18, $3.85 ; 20, $3.80 ; 22 and 24, $4 ; 26, $4.20 ; 28, $4.60 ; 30 gauge or 10¾-oz., $4.80 ; Queen's Head, 20, $4 ; 24, $4.20 ; 26, $4.60 ; 28, $4.80.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37¾ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.65 ; No. 2 and larger, $4.40 ; snowshoes, No. 0 to No. 1, $4.90 ; No. 2 and larger, $4.65; steel, No. 0 to 1, $5 ; No. 2 and larger, $4.75 ; featherweight, $6.15.

Horse Nails—"M.R.M." cold process —No. 3, $4.30 ; 4, $3.80 ; 5, $3.55 ; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75 ; grass, $1.70.

Iron Washers—Full box, 45 p.c. ; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., $2.45 ; ⅜-in., $2.75 ; ½-in., $3.30 ; ¾-in., $4.10 ; 1-in., $5.80 ; 1¼-in., $8 ; 1½-in., $9.50 ; 2-in., $12.70 ; 2½-in., $20.80 ; 3-in., $27.40 ; 3½-in., $34.20 ; 4-in., $39; 4½-in., $43.50. Galvanized, ¼-in., $3.40 ; ⅜-in., $3.70 ; ½-in., $4 ; ¾-in., $5.25 ; 1-in., $7.60 ; 1¼-in., $10.35 ; 1½-in., $12.70 ; 2-in., $17.

Logging Chains—5-16, $6 ; ⅜, $5.50 j 7-16, $4.70.

Lanterns—Cold blast, per doz., $7 ; coppered, $9 ; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead pipe, $6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, ,8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c per lb.

Rope.—Sisal, 9½ ; pure manila, 11 ; British manila, 9¾ ; lath yarn, 9¼c.

Sheet Zinc.—Casks, $7.75 ; broken lots, $8.50.

Steel Squares.—45 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder.—21c per lb.

Screws—Flat head iron, 80, 10, 10 and 10 ; brass, 75 ; round head, iron 80 ; brass, 70 ; coach 67½ per cent.

Stove Pipes.—6-inch, $8.69 ; 7-inch, $9.31.

Terne Plates—I.C. plates, $8.50.

Tin Plates.—I.C. charcoal 20x28 full box, $9.25 ; ½ box, $4.87½ ; IX, full box, $11.25 ; ½ box, $5.87½ ; IXX., full box, $13.25 ; ½ box, $6.87½.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½ ; pieced, 30 ; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., $3.05 ; plain twist, $3.40 ; staples, $3.00 ; annealed wire, $3 base ; oiled, 10c extra ; bright iron, $3.20 base ; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, $3.50 ; No. 9, $3.10 ; No. 10, $3.60 ; No. 11, $3.70 ; No. 12, $3.30; No. 13, $3.40 ; No. 14, $4.25 ; No. 15, $4.75 ; No. 16, $5.

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers.—Royal Canadian, $38 ; new easy, $42.75.

Paints and Oils.

Retail dealers have stocked well with paints and oil goods, preparatory for a heavy rush and they are not disappointed. Just what the trade will be in a few weeks is difficult to discern, but conditions at present point to an enormous output before the close of the season. Ready-mixed paint is very popular and the demand is brisk for a wide range of colors. The paint and varnish trade alone indicates a perfectly normal industrial condition.

Linseed Oil—Last week's price in linseed oil of $1 and $1.03 for the boiled is maintained and it is not expected that further competition from the east will cause an immediate reduction. Eastern houses have all they can handle locally and as yet the western trade has not been disturbed. Western jobbers are keenly watching the Great Britain and eastern Canada market, and they were naturally interested in the recent strengthening of the linseed market in both centres. Prospects are bright for an excellent flax crop in the west this year.

Turpentine.—The 90 cent figure rules this week as it has without disturbance for many weeks in the past. Although the demand is good there is little hope for an advance.

White Lead.—Plenty of fair weather has induced increased outside painting and shipments are continually growing heavier. The price is $6 to $6.50 for the pure, according to the brand.

Paris Green.—Never before in the history of the trade has the demand been so urgent for Paris green. This goes to prove that there is considerable agricultural development and that the potato bugs is causing trouble. It is reported from crop centres that the bug is very bad this year. The pound package stocks are getting low.

Varnishes—The trade is heavy, but in tins only. There is little going out in bulk and the prices is held firm. It is noticed that only the better grades of varnishes are asked for.

Putty.—Jobbers would like to reap a greater profit on this article which is going out heavily at present. The old price of bladder in bbls. is maintained at $2.50, in kegs, $3 ; 100-lb. drums, $2.75.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 18c; Sunlight, 20c; Family Safety, 24c; Searchlight, 22c; Red Rose, 25½c; Keystone Special, 20c; Pemoline, in bulk, 19c; Silverlight, in bulk, 16c; Acme lamp, in bulk, 28c; White Rose, in bulk, 22c; National Light, in bulk, 21c; Engine Gasoline, 24-25c; White Lily, 26c; Royal, 24c.

HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Repairs for Freezers. — The Steele Hardware Co., Parkhill, ask where repairs can be secured for Sheppard's Lightning ice cream freezer.

North Bros., Philadelphia, or any jobber who handles the line.—Editor.

Dart Unions.—Sumner Co., Moncton, N.B., ask where Dart Unions are manufactured. Also if round wood mouse traps are manufactured in Canada.

Dart Union Co., Niagara street, Toronto.

None made in Canada. Animal Trap Co., Lititz, Pa.—Editor.

J. H. Bell, Mattawa, asks if revolving gun cabinets are made in Canada.

Warren & Ellis, Yonge and Agnes streets Toronto, can supply these.—Editor.

Stove Repairs.—R. H. Carson, Gorrie, Ont., asks where repairs can be secured for the New Wellington stove, made by Griffin & Grundy, Guleph.

Jones Bros., Bracondale, Toronto, who deal in stove repairs cannot supply these parts, and the Grundy Stove Co., Guelph, do not reply to letters.—Editor.

Fox Trade Mark.—McKinley & Northwood, Ottawa, ask for the address of the Canadian agent of an English firm using a fox as a trade mark.

E. K. Watson & Co., manufacturers' agents, Coristine building, Montreal.—Editor.

ESTAB. 1818

GIVE US AN OPPORTUNITY TO QUOTE YOU FOR

"HOYLE'S" PARIS GREEN

·PASSES · GOVERNMENT · TESTS·

MANUFACTURED BY

HOYLE ROBSON BARNETT & CO. LTD.

HEAD OFFICES:
35 CLOSE, NEWCASTLE-ON-TYNE.
ENGLAND.

CONTRACTORS TO
H.M. ADMIRALTY
&
WAR OFFICE.

1818 ESTAB.

Jardine Universal Ratchet Slamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER · · · ONTARIO

SHERWIN-WILLIAMS PAINT



PEOPLE who go to any of our factories and see the process of making Sherwin-Williams Paint, Prepared (SWP), understand why we claim that it is the best paint that can be made.

They see the laboratory tests, the refining of materials, the careful measuring according to true tested formulas, and the thorough mixing and grinding.

Dealers who sell Sherwin-Williams Paint benefit by our co-operation. We give them the advantage of the best paint advertising and efficient sales methods. We can show you facts that prove conclusively the value of the Sherwin-Williams Agency.

Will you write us for the facts today?

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS

Canadian Headquarters and Plant: 897 Centre Street, Montreal, Que.
Warehouses: Toronto, Ont., Winnipeg, Man., and Vancouver, B. C. 913

"The Western Stove Makers"

W. J. COPP SON & CO.

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.



Sell

WOOD MANTELS, GRATES and TILE

and add to your profits---Our latest catalogue shows a nice line of new goods which makes selling easy. Write to-day for the catalogue and price list.

The Winnipeg Paint and Glass Co., Limited

EDMONTON WINNIPEG

THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

T.C. Prior & Co. will build a $22,000 warehouse at Vancouver.

The Sawyer-Massey Co., Winnipeg, are erecting a new warehouse.

N. C. Polson & Co. will build an extension to their building at Kingston.

The Pure Gold Mfg. Co. are erecting a warehouse at Toronto, to cost $20,000.

The Alabastine Co. are erecting a $50,000 plaster plant at the Caledonia gypsum mines.

The Canada Woodenware Co. will build a factory at South Bay, N.S., employing sixty men.

Thorold has a new industry. The Grenville Board & Pulp Co. have already begun operations in that town.

The Monarch Electric Co. will build a manufacturing plant in St. Lambert, Que., providing the town council will grant exemption from taxes and also free water for twenty-one years.

The promoters of the Windsor steam laundry have abandoned their original plans and instead will start a shirt factory. The company will erect a $40,000 plant at Windsor. Between 25 and 50 persons will be employed.

The Dominion Abrasive Co., being a combination of Canadian and American interests, have purchased two acres in New Toronto on which is a solid brick factory from F. H. Ross & Co. They will carry on the manufacture of emery wheels.

The ratepayers of Sydney, N.S. will on July 20 vote on the matter of giving a bonus of $350,000 and free site for a steel shipbuilding plant promoted by Joseph Constant, London, Eng. The provincial Government has also offered a subsidy of $100,000.

Municipal Undertakings.

A sewer by-law to raise $50,000 will be submitted shortly to the Victoria ratepayers.

The by-law to raise $25,000 for the water system at Nanaimo, B.C. improvement was carried.

The contract for the laying of the sewers in Wingham, Ont., was awarded to Pidgeon and Reid, Stratford.

The by-law to raise $60,000 to increase the capacity of the waterworks at Welland was defeated; that for $13,000 for sewer carried.

Tenders addressed to G. R. Geary, chairman Toronto Board of Control, will be received until July 19, for laying a 6-ft. steel conduit from a connection with the present intake into Lake Ontario.

A new building will be erected by the Notre Dame hospital authorities at Montreal.

A horse show building will be erected for the Provincial exhibition at New Westminster.

The old post-office on St. James St., Montreal, will be re-modelled to the extent of $80,000.

The contract for the new hospital at Camrose, Alta., has been awarded to Keyes and Baird.

C. T. Perry has prepared plans for St. James Church, Vancouver. Estimated cost, $100,000.

A new nurses' home will be erected at Prince Albert, also $5,000 will be spent in improvements to hospital.

The contract for the erection of the school at Wainwright, Alta., was awarded to P. D. Laird and Son, at $15,000.

A new up-to-date vaudeville house is to be erected on the corner of Yonge and Shuter streets, Toronto, to cost $25,000.

Tenders for the construction of the new Royal Columbian hospital, at New Westminster, will be called for shortly.

Adam Reid, Watrous, Sask., was awarded the contract for the erection of the Manitou Lake Sanatorium, at $50,000.

O. Villeneuve has been awarded the general contract for the erection of St. Jean Berchmans Chapel and school at Montreal.

An addition will be made to the Victoria University, Toronto. The new building will be known as the Burwash residence, and will cost $230,000.

A by-law to raise $45,000, the amount estimated for the new isolation hospital at Victoria, recommended by the city council, will be submitted shortly.

The board of governors of Acadia University, St. John, N.B., are making arrangements to raise $150,000 to be known as the seventy-fifth anniversary fund. John D. Rockefeller has offered $50,000 if the $150,000 be raised by June 1, 1911.

General Building.

Fred Mauthie will build a new hotel at Toronto to cost $,17,500.

George Meech will build a $16,000 apartment house at Toronto.

C. P. Custafson will build a $45,000 rooming house at Vancouver.

H. Browning will build an apartment block at Winnipeg, to cost $15,000.

J. Gibson is erecting 9 pairs of two-storey dwellings at Toronto, to cost $32,000.

The Bank of Toronto will open offices in West Toronto. The new building will cost about $30,000.

Recent building permits at Winnipeg include:— W. A. Wilkie, two houses, $5,800; A. C. Ewart, residence, $15,000; Dr. Galloway, addition to house, $6,000; Ed. Noe, four houses, $12,000.

Recent building permits at Vancouver include: J. Crane, two houses, $6,000; R. J. Potts, $6,500; D. C. Fulton, $5,500; T. H. Calland, apartment house, $10,000; F. J. Fisher, $5,500; W. J. Stuart, $5,500; Bank of Montreal, $65,000; Empire Supply, Bentley and Weir, hotel, $57,000; W. Tinney, $8,000.

Railway Development.

The C. N. R. have let the contract for the construction of sixty miles of railway, between New Westminster and Chilliwack, B.C., to the Northern Construction Co., Winnipeg.

The contract for the construction of the first section of the Kettle River Valley Railway, the road which will link Vancouver with the Kootenays, was awarded to the engineering firm of Macdonald, Gzowski & Co., Vancouver.

New Companies.

The Dominion Stamping Co., Walkerville; capital, $100,000; to manufacture and deal in stamped goods of all kinds, automobile parts, stoveparts and sheet metal work, Incorporators, G. S. French, F. J. Armstrong, P. B. Lugster, Detroit.

The George H. King Co., Woodstock; capital, $25,000; to purchase the business and factory owned by George H. King, to manufacture and deal in all kinds of vacuum carpet cleaners and sweepers. Incorporators, G. H. King, R. C. Campbell, J. C. Campbell, Woodstock.

NEW MACHINERY INSTALLED.

While wire cloth has the advantage over perforated metal for sieving purposes, in many cases the rough or uneven surface of the former has been a great disadvantage. This has been overcome by passing the cloth between heavy rolls to flatten the crowns of the wire. The B. Greening Wire Co., Hamilton, have always done more or less of this work, and lately finding the demand very largely increased, they installed rolls to take care of the demand for medium-weight screens. This proved such a success that the firm was encouraged to put in heavier rolls. These rolls are now installed, and are without doubt the heaviest rolls to be found in any wire cloth plant in America. The instalation of these rolls marks the completion of a wire-weaving plant that is equal to that of any concern in the world making the same class of work.

It is a good thing to have plenty of sand, but don't let it get into your gear box. It will stop the wheels of your business if you do.

Some men who pride themselves upon their business ability have a ledger that show debts running well past the hundred mark. Is that a sign of business ability?

The man who has gone into the business with the opinion that it is an easy method of making money might better get out of it on the first opportunity before he loses the little cash he has.

A sure sign of weakness, half-hearted methods and a business that is only second rate is the merchant who begins to get busy as soon as a traveler enters. If you don't want anything say so courteously.

"DOMINION CROWN"

POLISHED SHEETS
POLISHED CANADAS.

Best Quality and Finish

STOCK AND IMPORT.

A. C. LESLIE & CO., LIMITED
MONTREAL

NICKEL

The Canadian Copper Co.

NICKEL FOR
NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

NOVA SCOTIA STEEL
& COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA
PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL



IVER JOHNSON
SAFETY AUTOMATIC REVOLVER

The equipment throughout with wire springs makes the New Iver Johnson the most durable, the smoothest and sharpest in action and the most dependable revolver. The New Model Iver Johnson is the only revolver equipped entirely with permanent tension wire springs—the type of spring employed by the U.S. government in its rifles wherever they can be used. The simple, but trustworthy

"HAMMER THE HAMMER"

Safety Lifter in 2,000,000 Iver Johnson revolvers sold during the past 16 years, has proved that the only way an Iver Johnson can be discharged is to pull the trigger.

Iver Johnsons Sell Quickly

and dealers find them both profitable to themselves and pleasing to the purchaser

Send for Catalogue and
Dealers' Proposition



and learn the many ways in which we are helping all our dealers push sales

IVER JOHNSON'S ARMS & CYCLE WORKS

Makers of Iver Johnson Single Barrel Shot Guns and Iver Johnson Truss Bridge Bicycles.
Factory and General Sales Office: 330 RIVER STREET, FITCHBURG, MASS.
New York: 99 Chambers Street
Pacific Coast Representatives: Phil. B. Bekeart Co., San Francisco, Cal.



STOP

and consider the quality when ordering Bar Iron. London Bars are well known for their excellence, and price is attractive.

Sales Agents:
ONTARIO—
Baines & Peckover, Toronto.
MANITOBA—
Bissett & Loucks, Winnipeg.

London Rolling Mill Co., Ltd.

London, Canada

Installing Hot Air Furnace Heating Plants

Difficulties of Securing First Class Work Described by W. J. Heald in The Metal Worker—Return Air Pipes for Circulating air.

The practice of installing furnaces without any regard to principles of circulation of air has been in vogue so long that it is a difficult matter to get dealers to understand the importance of adhering to certain principles that are essential to the proper instalation of a hot air furnace.

One reason, in my judgment, why they are slow to adhere to it is on account of it costing more money to instal a furnace properly than to use the old methods and practically disregard the cold air supply of sufficient capacity to insure a good circulation of air. A furnace job properly installed costs from one-half to one-third more than the average contract price, which is made by the inexperienced furnace installer. Hence there is a great temptation even on the part of those who know better to use this crude plan of installing because by so doing they are able to compete with the competitor.

To a great extent this condition is due to the fact that so many who buy heating plants do not take the trouble to investigate as to what is the proper method of installing, but simply give the contractor who may be doing the bidding on it to understand that he considers all furnace installation equal, and simply will place the contract with the man who will do it for the least money, or, in other words, to the man who is willing to skin the job the worst, and thus put a premium on poor instalation.

If, on the other hand, he would show a willingness to pay a fair price for value received, he would get a great deal better value for the money, and a furnace that would be a great deal more durable and require less fuel to run it, and the health of the family would be improved.

So many lose sight of the fact that in order to put a furnace in the basement and heat the rooms above it is just as important to have good circulation of air for the furnace as it is to have good circulation of water to heat it with hot water. The difference between the hot water plant and the hot air furnace is that in case the circulation of either is not secured, that the hot water plant will not work at all, while the hot air furnace will work to a disadvantage and in an incomplete way. So instalation of the hot water plant must be on a fairly good basis, while it is not so with the furnace, because it can heat in a way with poor instalation.

Profit in First Class Job.

A furnaceman cannot afford at this day and age to take a hot air heating job at a price that does not justify good instalation, and one in which he can afford to secure the advice and plan and help of the manufacturer to the extent of getting the furnace installed in the best possible manner. There is no money in the competitive cheap job for the dealer, and it is a great detriment in a general way to the business.

If a dealer will simply insist upon a price that will justify a first-class heating job and then spare no pains to make it so, he will make a great deal more money, even though he may not instal half as many, than the one who takes the job for less money than any one else wants it for, and skins it to the limit. The one who does this not only does not make any money himself, but hurts the business in general.

There are a few things which if kept in view in the instalation of a furnace will greatly add to its efficiency and will help the business in general, and the man who instals it in particular.

In the first place, be sure that the furnace is of ample capacity for the building which it is intended for. See that the pipes are of proper size for the rooms to be heated, and that the furnace is centrally located.

Last, but not of least importance, is to see that the cold air supplies from the inside of the building, back to the furnace, are so located that all the rooms on the first floor have easy access to the outlet, and that the combined area of them is equal to the combined area of all the hot air pipes.

There is nothing complicated or mysterious about this, nothing but what an ordinary intelligent man can follow. If these three things are observed the success of the hot air heating job would be greatly improved over the average common way of instaling.

There are other things, of course, to be considered that will help to make up a complete and perfect job, one of which is that both the hot air and cold air registers should be so located in the house that there will be as little friction and as short a distance from the furnace as is possible for them to be to reach the rooms which are to be heated. This applies to the cold air outlet as well as the hot air. Do not go to the unnecessary expense of placing the cold air outlet on the opposite side of the room from the hot air, as that is unnecessary, and, in fact, is not as good a practice as placing it at the nearest point possible to the furnace.

It would be a great boon to the furnace manufacturers and furnace dealers and tinners by trade, especially, if all the men who are installing furnaces could be induced to adopt something of the plans above mentioned and then ask and get a price that would justify this style of instalation, and a good profit, and the demand for the hot air heating job would increase very rapidly.

There are other features of instalation that might be considered and taken up in an article of this kind, but if the principles and practices spoken of in the above will be taken up in general and followed closely by the majority of furnace installers, the conditions would rapidly improve.

PAYS TO STUDY CATALOGUES.

"As an eye-opener to many a sleepy dealer, the mail-order house catalogue is a whole brass band at the head of a torch-light parade," writes a traveler in one of our exchanges.

"I never thought before that people would go to a hardware store for that," remarked a small-town dealer recently, "until I noticed it was listed in the hardware department of a mail-order house catalogue. Oh, yes, I read them regularly now; it used to be spasmodic, till I got my awakening jolt over this little article. When I first saw it listed I laughed to myself, then got to thinking it over and wondered, why not; then it occurred to me that I had had a few calls for that very article. Now I look over all the mail-order catalogues I get my hands on and very often get awakened to some new thing that I ought to keep and don't. Those fellows as a rule are bright men, and know what the people want, often better than I do. Several articles they have by their list induced me to keep in stock I have found to be exceptional sellers.

"It has taught me this lesson, too. If I, with a life-long experience, do not know what I want to keep in stock until I see it listed elsewhere, it is pretty good evidence that there are others who want something that they do not realize until they see it; then they buy. If they had happened to see it first in some house catalogue the chances are they would have bought there and probably a lot of other stuff along with it. Who could blame them?

One thing though, make all the use possible of the mail-order house catalogue but do not leave it kicking about the store or office. If a customer happens to see it he may become interested, if he hasn't any particular scruples against dealing with foreign firms; if he has, he will conclude that I am myself a patron of the catalogue-house and that if he is to take that quality of the goods from the local store anyway, he may as well send off direct and get the goods first hand. It's good logic on his part, if he catches you studying these catalogues; but it isn't good business on your part to let him catch you."

Mott Company, Ltd., Montreal: capital, $100.000; to manufacture and deal in all kinds of hardware, iron, porcelain enamelled ware, plumbers' fixtures and supplies. Incorporators, G. W. MacDougall, L. Macfarlane and E. J. Waterston, Montreal.

The Retail Paint Trade

IMPORTED PARIS GREEN.

In answering an inquiry in this column last week reference was made to the importation and manufacture of Paris green in Canada. It was stated that at one time the Canadian market was flooded with adulterated Paris green but that the market has been free of this for a long time. Retailers were urged, however, to buy only from reputable manufacturers in order to ensure the receipt of pure goods.

A correspondent writes expressing his surprise that imported Paris green was criticised and points out that Berger's Pure Paris Green has been imported and sold in Canada for many years and has always enjoyed the very highest reputation.

Hardware and Metal assures our correspondent that no slight was intended to be cast upon Berger's Paris green, the pureness of which is unquestioned, besides which the reputation of the Sherwin-Williams Company who stand behind it as importers, in every way guarantees its quality. As reputable manufacturers the Sherwin-Williams Company could not afford to supply customers with anything but the highest quality of Paris green and that Berger's English Paris green is strictly pure is well proven by the fact that it was the first Paris green ever used in Canada and has been imported in large quantities for a long term of years, both before and since Paris green became subject to inspection under the Adulteration of Foods and Drugs Act.

PERSONAL PARAGRAPHS.

Increase of business has rendered necessary a division of Benjamin Moore & Co.'s selling territory in Western Canada. Formerly this ground was covered entirely by Mr. Caldow, but lately W. W. Howard was added to the selling staff. He will look after the company's interests between Fort William and Moose Jaw, while Mr. Caldow will confine his labors to Alberta and British Columbia.

H. E. Worsell has disposed of his hardware business at Goderich and become associated with the International Varnish Co., Toronto, as one of its traveling salesmen. He will represent the company among the Toronto trade. This is the fourth addition which the International Varnish Co. has made to its selling staff during the past couple of months—two in Toronto, one in Ontario, and one in the West.

Harry W. Fisher, manager of the publication department of S. F. Bowser & Co., Fort Wayne, Ind., paid his first visit to Canada this week. He was in Toronto on Monday and Tuesday last.

Benj. Moore, president of Benjamin Moore & Co., paint and varnish manufacturers, New York, is spending the summer in Europe. He is combining business with pleasure, and before he

You can make more money and gain more reputation selling

ML PURE PAINTS

Because they are advertised, so your store gets the good of the advertising.

Because they cover better with two coats than the best of the other paints do with three.

Because they justify every claim you make for them when you talk to your most particular customer.

Imperial Varnish & Color Co., Ltd.
TORONTO

Samples tin (FREE) color card, and special proposition for the asking. 6 Morse St., Toronto; 108 Princess Street, Winnipeg; 550 Beatty Street, Vancouver.

M. R. M. Horse Nails



The Horse Nails we turn out are made from Swedish Soft Steel Rods, the best material that can be obtained for the purpose, and are qualified to meet all the farrier's nailing problems.

Write us about them and we will be pleased to send you samples.

THE MONTREAL ROLLING MILLS CO.
MONTREAL

returns to America in October will have taken an extensive trip through England, Scotland, France and Italy.

W. R. Hance, Canadian manager of S. F. Bowser & Co., manufacturers of oil storage systems, Toronto, attended a meeting of the district managers of the company at their headquarters, Fort Wayne, Ind., last week. Before returning home Mr. Hance will visit Winnipeg, Regina and the West on business. He will be gone four or five weeks.

PAINT AND OIL MARKETS

MONTREAL.

July 14.—Midsummer dullness has overtaken the paint trade. In fact, a few of the best men are telling that there is bound to be a lull for a week or two. Some of the big sales managers are holidaying, and no doubt they need it, for it has been a big year for paints and oils. Orders are still coming in, but there is that feeling in consequence with the warm weather, that they would come in anyway. Linseed is not so strong and that may help the whole market. Certain quotations were given at 84½c. We are still quoting the price of last week, namely 86c.

There seems to be difficulty in getting turpentine, and the scarcity is genuine. Prices will not likely advance because many of the biggest makers of paints have been shrewd enough to hold larger stocks.

Turpentine—The market is still steady, and there is a scarcity. No fears are anticipated regarding the future. It will be well to keep an eye on turpentine. Prices are quoted at 82c.

Linseed Oil—If anything the market is sagging, but little change has taken place. As stated certain quotations have been noted at 84½, but we still quote 86c for raw and 89c. for boiled.

White Lead—Stocks are going out freely, and the hot weather has not caused any curtailment. The heavy stocks are gone and prices are unchanged. We quote: $5.50 to $6, according to brand, and No. 1, $4.50 to $5.50, f.o.b. Montreal.

Red Lead—Little change has taken place. Fluctuations merely show a drop back to the old price. We quote: Genuine red lead in casks, $4.75, in 100-lb. kegs $5.25; less quantities at $6.25 per 100 lbs.; No. 1 red lead, casks, $4.25; kegs, $4.75, and small quantities, $5.75.

Paris Green—The demand for Paris green has been good. Bugs are at their worst now, in many sections of this territory, and it is only natural some demand would be increased. Prices remain unchanged.

Varnishes—All kinds of varnishes are moving freely, and the prices are remaining fairly stiff and certain. Household and furniture lines are notably strong.

Putty—Not the slightest change has taken place in the sale of this staple line and it is selling first rate, and like the other lines is firm and unchanged. We quote. 100-lb. drums, $2.45; bladders, in barrels, $2.70.

TORONTO.

July 14.—Considering the season the paint situation is entirely satisfactory. Sales are fair, though there is a noticeable diminution in the size and number of orders since the commencement of July. Compared with a year ago, a canvass of the Toronto paint manufacturers and jobbers showed that the volume of business so far this year is fully 25 per cent. ahead.

The market is very firm. Turpentine, linseed oil, benzine and gasolene have advanced, and one local jobber, at least, has put up the price of Paris green. This latter commodity and turpentine are decidedly scarce; and so is window glass.

White lead is selling steadily, and putty is beginning to move in better volume. Around Toronto paint sales have fallen off somewhat during the past fortnight, but other sections of the province report fair business. The west is buying early this year, some good sales having been reported for June.

Turpentine — The price has been a great surprise to all dealers at the place of production, as well as at points where it is used, and the extraordinary advance that has taken place at Savannah and Jacksonville is, of course, accounted for by the diminished quantity coming forward. With three months of what is known as the best season for producing turpentine now at Savannah at the prespoint than has been for years. To buy turpentne now at Savannah at the present quotation, would take about two weeks for it to reach Toronto, and would be worth 85 cents on the track, spot cash, carload lots. This does not allow for anything in the shape of leakage, which is almost sure to occur more or less at this heated season of the year. Stocks are exceedingly light locally, and prices should be maintained firmly, as none of the jobbers care to buy any quantity at the present price. The price in Toronto was changed on Saturady last to 89 cents for single barrels, and if the Savannah price remains where it is now for a few days the price will probably be advanced to 90c or over, single barrels. There is a little unsteadiness still noted, and early in the week a couple of houses were asking 85c and 87c respectively, for single barrels of "turps." There is a gain all told of 2c a gallon over last week's quotation.

Linseed Oil—The price of linseed oil has also advanced 2c over last issue, the new prices coming out on Monday morning. There were advances both last week and this in Great Britain. Seed also went up in London and Chicago since last market report. This looks like firmer quotations until September. The ruling prices are 91c and 94c for single barrels of raw and boiled oil, though cutting in some few instances has gone as low as 86c and 89c.



Mind Your P's and Q's

Perfect Paints Please Purchasers

Powerfully Pushing Profits

——and as for the Q's, the best cues may be taken from the dealers who are featuring *B-H "ENGLISH" Paints,* the only paints sold in Canada in which *Brandram's B. B. Genuine White Lead* is used.

Prepared by the original and exclusive Brandram adaptation of the old Dutch process, which adaptation has stood the test of upwards of 100 years, B. B. Genuine White Lead is unapproached for body, fineness, whiteness, covering capacity and durability.

The combination of 70 per cent. of the B. B. Genuine with 30 per cent. best Zinc White makes an ideal base for mixed paint. The other ingredients are equally pure. Prove to your customer that *B-H "ENGLISH" Paints* not only save him money by lasting longer, but owing to greater covering capacity are often cheaper even in first cost than others.

——and you will profit by the advice as much as your customer.

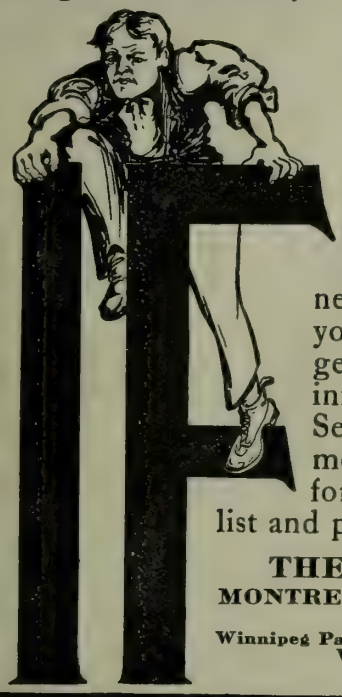
Write for selling plan.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax
St. John Toronto
Winnipeg

Hardest Job in the World

IF you are trying to build up a big paint business with inferior paints, Mr. Dealer, you have got the hardest job in the world before you. You may sell a lot of it—but the more of it you sell the more trouble you are piling up for yourself, and you'll have a merry time trying to explain bye-and-bye. More businesses are wrecked on the rock—"IF"—than on any other. You can't get around the *ifs*—you can't climb over them, nor squeeze through them—*you must get rid of them.*



Martin-Senour Paint—100% Pure

never needs an apology—no *ifs* in its manufacture—no *ifs* when you sell it—no *ifs* to explain after the customer uses it. You'll get rid of every *if* the moment you get rid of inferior paints and begin to sell the Martin-Senour Line—and you will begin to make more money, too. Suppose you write today for the proof of what we say—get our price list and plans to build up the dealer's paint trade.



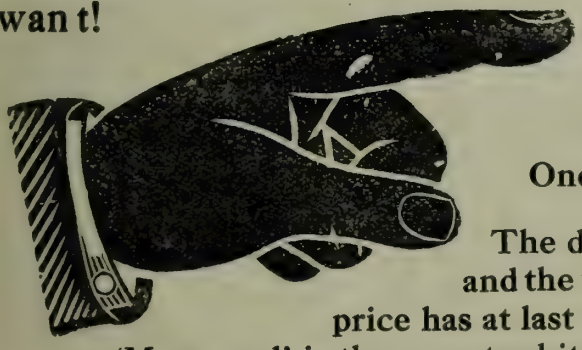
THE MARTIN-SENOUR CO., Limited

MONTREAL Pioneers Pure Paint **CHICAGO**

The Winnipeg Paint & Glass Co., Ltd. Winnipeg

The Maritime Paint & Varnish Co., Ltd. Halifax, N. S.

Fills a long-felt want!



MOORAMEL

One of the MOORE LINE (Made in Canada)

The demand for Enamel Finish is daily increasing, and the want of a satisfactory ENAMEL at a reasonable price has at last been met by MOORAMEL.

'Mooramel' is the purest white color, works easily, sets slowly and flows like a high grade varnish. It dries dust free in a few hours, and dries HARD in 24 hours. 'Mooramel' is made only in white, but can be tinted to any desired shade by mixing with oil color.

Get ready to supply the demand. There's a 'well-worth-while' profit in selling 'Mooramel.'

Write for prices.

BENJAMIN MOORE & COMPANY LIMITED

West Toronto

New York **Chicago** **Cleveland**

Paris Green—Stocks of Paris green in local dealers' hands are almost nil, and many orders sent in here have been forwarded to Montreal and Halifax for filling. Demand is very great. One house sold a ton in one day. The hot dry dusty conditions in the country have provoked vegetable bugs. The market is exceptionally firm at the old figures, though one house has added a cent to their quotations: 50 and 100-lb. drums are, 19¼c.; 1-lb. packets in cases of 100, 21¼c.; and 1-lb. tins, 100 in case, 22¼c.

White Lead—This line continues at unchanged prices, with steady and fair sales passing. Pure runs from $5.65 to $7.15 for 100-lb. lots; and No. 1 from $5.25 to $5.65.

Red Lead — The market is quiet with small sales. Prices are unchanged.

Glass and Putty—Importations of glass are still slow in arriving. Window glass is in good demand now, and the call is expected to increase from now on. Stocks are low and available supplies scarce. There has been another advance in price in Europe, but local quotations remain unchanged. Putty is beginning to move freely. Quotations run from $2.35 to $2.50.

Petroleum—Benzine and gasoline have advanced 2c. a gallon, the former is now 17c., and the latter 19c. Coal oil remains at the old figures. The increased use of explosive engines for automobiles, motorboats, aeroplanes, etc., has made the question of the supply of gasoline somewhat serious, and the advance of turpentine and linseed oil has helped boost the price of benzine.

ENLARGING VARNISH PLANT.

The Imperial Varnish & Color Co., are spending $25,000 on improvements to their manufacturing plant at Toronto. That part of the factory which was damaged by fire last fall is being reconstructed of cement with metal window frames, rendering the structure entirely fireproof. A battery of five new tanks is being added to the eight already installed for holding the various oils and ingredients necessary for making prepared paint. All these tanks are underground. A pneumatic system will pump these oils to the mixers and machines on the various floors.

An adjacent parcel of land equal in size to the present property has been purchased on which a storehouse has been built for holding the supplies necessary in making paints and varnishes. T. F. Monypenny, vice-president and salesmanager, hopes eventually to have all the building reconstructed of cement and rendered fireproof. The next move will be an enlarged varnish-making plant, double the present capacity, to meet the great demand. Work on this may be commenced this fall. John M. Sparrow, president of the company, spent some time looking over a number of United States paint manufacturing plants and it is along plans prepared by him that the improvements are being made. "While not the largest paint manufacturing establishment on the continent," says Mr. Monypenny, "the work when finished will show a plant second to none in America in up-to-dateness."

SHOE REPAIR OUTFITS.

The cobbler's kit is one of the little details of the progress of industrial economy of which there is a very interesting story. Its history runs back into the dark ages. On the walls of ancient Thebes there is a painting, believed to have been done at about the time of the Exodus, showing cobblers at work, and they had tools much like those of the cobbler's kit of to-day, including the lasts, the knife, the flat face hammer, though in crude form. A traveler, who made a recent journey to the Holy Land in recent years, said that he saw much the same kit of tools in use in the shoe bazars there.

This ancient part of the world has not progressed much, but in this country achievements have been wonderful, and have affected even the little details of human affairs that make such a humble outfit as the cobbler's kit of value.

The Mayflower brought to America on her second voyage in 1629, a shoemaker, Thomas Beard, who brought with him a kit of cobbler's tools and leather. He was regarded as such a valuable man to the country that he was given an extensive grant of land, and board and lodging at the expense of the Plymouth company. He was the first shoemaker to settle in America. For a century and more Beard and his successors worked with their crude tools, which were much like those of the cobbler's kit of to-day. The cobblers used to tramp around among the farmers, stopping here and there to mend shoes for the farmers' families, just as umbrella men travel about to-day. Next the farmers themselves began to make shoes, and it is not an uncommon sight to-day to see upon farms a little "ten footer," or shoe shop ten feet square. In these tiny factories the farmers and their sons, of the farm hands, made shoes upon stormy and winter days, using the same hand tools.

About half a century ago the big machinery laden factories began to spring up in big shoe making cities, and they took from the cobblers their occupation of shoemaking.

With their cobbler's kits some hardware men, and general stores, offer cut soles, or soles are cut out ready to be nailed onto the shoe and then trimmed down.

CAST IRON FITTINGS.

The Standard Fitting & Valve Co., Guelph, whose plant has been shut down for about seven weeks, undergoing a thorough re-organization, has reopened and is now equipped in every way for the manufacture of A1 fittings. The company manufactures only cast iron fittings and do not handle malleables.



"Closely Related"

The Varnishes and Japans of the Canada Paint Co., are closely related. They are made in our Toronto factory, which occupies a space of over two acres.

The world's markets are ransacked for clear, bright gums of the highest grade, and the quality of the C. P. Co.'s Varnishes stands out pre-eminently as the best that can possibly be made.

Prompt shipments from our works in Montreal, Toronto or Winnipeg.

THE CANADA PAINT COMPANY LT'D

Paint for the Roof



Every farmer and householder wants paint for the roof.

No dealer running a paint shop should neglect this good paying end of the business.

Here is a paint for instance that you can sell for **$1.00** per gallon, and make a profit. It is called

Ramsay's Outside Paints

It is used for the farmer's barn, the roof, the fences, and all kinds of cheap and rough painting. We sell tons and tons of it. You should have your share. It is nicely put up in quarts, half gallons, and gallons. We have handsome color cards to show you.

A. RAMSAY & SON CO.
Estd. 1842 — The Paint Makers
MONTREAL

NEW ERA PAINT

For profit and satisfaction here's a line that's hard to beat!

"New Era" Paint is honestly made. It is warranted to hold its color better, to last longer, and to cover more surface than any other prepared paint.

WRITE FOR PRICES

Standard Paint & Varnish Works Co.

WINDSOR, ONT. Limited

STAR HACK SAW BLADES

Apparently no one questions the superiority of Star Hack Saw Blades and at our present figures there is absolutely no room to question the price.

They are equally good in hand frames or power machines. When used in a machine the feed should be adjusted to suit the stock being cut. The softer the stock the lighter the feed. Such treatment will prevent clogging of the teeth. Open your eyes wide and look at this list of prices:

6	7	8	9	10	11	12	inch
30	32	34	38	42	46	50	cents per dozen.

Notwithstanding the great reduction in prices, the quality of Star Blades has been improved.

MILLERS FALLS COMPANY 23 WARREN STREET NEW YORK, N.Y.

Found Money!

Let us show you what we can do with your outstanding accounts, Our system cannot be beaten. No account treated strenuously without your instructions.

The Beardwood Agency, Limited

COLLECTION AGENCY

Accounting and Liquidations a Specialty

401 Quebec Bank Building, MONTREAL

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agents for Quebe and Ontario:
B. & S. H. THOMPSON, LTD.
St. Paul Street, *Montreal*

IN 18 SHADES

TRADE KLEARTONE MARK.

STAINS

OIL - SPIRIT - ACID

have been brought to a high degree of perfection, developing and enhancing the beauty of the wood over which they are applied.

They are uniform in shade and easily applied. Will not affect the drying of succeeding varnish coats.

Are you stocking this profitable line? Write for literature and prices.

INTERNATIONAL VARNISH CO. LIMITED

(Canadian Factory of Standard Varnish Works)

TORONTO

New York Chicago London Berlin Brussels

N.B.—ALL GOODS ARE SOLD IN IMPERIAL MEASURE PACKAGES. 2379

THE

Dougall Varnish Co.

LIMITED

Montreal : : Canada

VARNISHES

OF FINEST QUALITY

FOR

RAILWAYS PIANOS CARRIAGES
BUILDINGS FURNITURE WAGGONS

ALSO

LINGERWETT

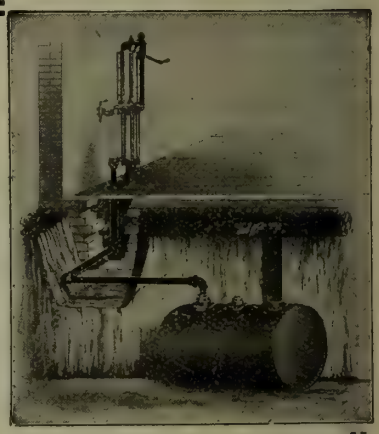
Varnish and Paint

REMOVER

Associated with Murphy Varnish Co., U.S.A.

BOWSER

LONG DISTANCE SYSTEM FOR HANDLING GASOLENE OR KEROSENE



meets the highest approval because it is SAFE. Every feature of the Bowser Long Distance Underground Storage System meets the requirements of Insurance Companies and Fire Underwriters.

Here is the Plan The oil is stored in a tank buried outside, any distance that you may desire away from the building. The tank is made of good heavy sheet steel, riveted and soldered, tested and guaranteed leak and evaporation proof. It is painted with three coats of asphaltum which absolutely prevents the damp earth from acting upon the metal.

The pump is the latest improved, all metal, and measures accurate gallons, half gallons, quarts or pints at a stroke.

The System Has Never Caused a Fire, nor has an explosion of a Bowser Tank ever occurred. One hundred and eighteen outfits passed through the San Francisco fire, and not one explosion resulted. Some of the pumps were warped and melted by the heat, but the oil remained in good condition in the tanks.

The Bowser System is safe in every way Write TO-DAY for Bulletin 15

S. F. Bowser & Co., Limited

66-68 Fraser Ave., TORONTO

GLIDDEN'S

GREEN LABEL

WHAT INTERESTS THE DEALER?

To know that the Quality is right.

To know that his Profit is right.

To know that the goods are popular and easily sold.

We know the quality is right, or we would not be spending a comfortable fortune each year in advertising.

When you compare our discounts and lists with other varnish manufacturers you can determine whether your profit is right. The profit, after all, is what is necessary to keep you in business. We unhesitatingly state that there is more profit on our line than on any other you could buy.

Goods that are popular are easily sold. We are judiciously spending big money advertising to make our line popular. By selling a well advertised article you have back of you the name and reputation of the maker for quality.

By combining your JAP-A-LAC and varnish purchases, we have a proposition to offer, which yields a handsome profit.

All we ask is an opportunity to send you our lists and explain our proposition.

The Glidden Varnish Company

TORONTO, - ONT.

VARNISHES

FOR ALL PURPOSES

Paint and Varnish Removers.

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the Uuited States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those coverad by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	Name of Brand.
The Sherwin-Williams Co., Montreal, Canada.	**"Taxite"**
International Varnish Co , Ltd., Toronto, Canada	**"Klensa"**
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada	**"Expedite"**
British American Paint Co., Victoria, B.C.	**"Bapco"**
Mount Royal Color and Varnish Co., Montreal, Canada	**"Scrape-off"**
James Robertson Co., Ltd., Toronto, Canada	**"Robertson's Paint and Varnish Remover"**
Sanderson Pearoy Co , Ltd., Toronto, Canada	**"Devolite"**
Stewart & Wood, Toronto, Canada	**"Solvo"**
Martin-Senour Company, Ltd., Montreal, Canada	**"Martin-Senour Paint and Varnish Remover"**

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y.

HERE'S YOUR FINISH!

Scarfe & Company's Fine Varnishes

Head Office and Factory: BRANTFORD, ONT.

WINNIPEG, MAN.—78 LOMBARD STREET
Phone Main 6194

MONTREAL, QUE.—472 DELORIMIER AVE
Bell Phone East 442

Pilkington Bros., Limited, St. Helens, Lancashire, Eng.

MANUFACTURERS OF ALL KINDS OF

British Window Glass

Polished Plate Glass
Plain and Bevelled Mirrors
Picture and Car Glass
Prismatic Glass
Cast Ribbed and Polished
Wire Glass
Cast and Ribbed Rolled Glass
Leaded Lights



Wire Screens
Plain and Figured Cathedral Glass
Obscured and Enamelled Glass

Large stocks aways on hand at our Canadian Depots Quick delivery of import orders a special feature of our business Prices and quotations on application

CANADIAN OFFICES AND DEPOTS:

Montreal — Busby Lane
Toronto — Mercer Street
Winnipeg — Market Street
Vancouver — Columbia Ave.

We make a complete line

You are headquarters for a complete line of roofing goods when you are the Brantford Roofing agent.

You have a *smooth* surface roofing, a *silicia*-finish roofing, a *mineral* surface roofing, to show your prospective customer. Every roofing requirement can be satisfied in the Brantford line. No sales should get by you in that respect.

Each style has the quality that has made

"Brantford" "Roofing"

famous from coast to coast. Pure wool felt foundation—99 per cent. pure Asphalt saturation. Brantford Roofing is the kind of roofing you can enthusiastically recommend and feel certain it will always make good.

Write for our catalog at once.

Brantford Roofing Co., Ltd.

BRANTFORD, CANADA

SELLING AGENTS

The GENERAL SUPPLY CO., of Canada, Ltd., 356-360 Sparks St., Ottawa, Ont.

Montreal Branch: 9 Place D'Youville.
Winnipeg Agents: General Supply Co. of Canada, Ltd.

A LUCKY COMBINATION



EXTRUDED METAL PADLOCKS

CORBIN CABINET LOCK CO. NEW BRITAIN, CONN. U.S.A.

NEW YORK CHICAGO PHILADELPHIA

CABINET, TRUNK, SUIT CASE LOCKS AND TRIMMINGS.
MISCELLANEOUS HARDWARE, KEYS AND KEY BLANKS.



The Socket is attached to the ceiling. The DRIER may be unscrewed and placed on one side whenever desired.

Labor-Saving Devices Sell!

Here's a dandy, the

MAPLE LEAF CLOTHES DRIER

Saves time and toil, and will influence other family trade your way.

Instantly adjusted for use, and packs away into small compass when not required.

Is neat in appearance and hangs close to the ceiling—the hottest part of the room.

A line with big profit possibilities. Try a dozen. Send for prices and leaflet to-day.

RONALD MacMASTER, - Vancouver, B.C.

Ontario Sales Agents: STEWART & CO., 122 Wellington St. W., Toronto

A Sure Winner

and the best washing machine on the market is the



CONNOR

HIGH SPEED WASHER

Some of the features which particularly recommend it are:—

It has fly-wheel under tub and turns on double ball-bearings. Handle is adjustable.

The only machine with a foot attachment. All cog gearing is protected, making it accident proof. Will wash clothes cleaner and with less effort than any other washer.

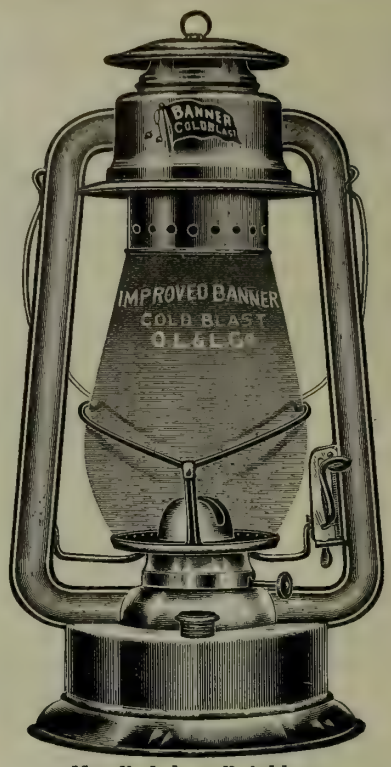
A great family favorite. Send for catalogue.

J. H. Connor & Son, Ltd.

Ottawa, Canada

"BANNER" 1910 Cold Blast Lantern

Comparisons may be odious But!



Compare OUR Lanterns with any in the market

Superior work always tells!

Handled by all jobbers

ONTARIO LANTERN & LAMP COMPANY, LIMITED

HAMILTON ONTARIO

The LATEST TRIUMPH in MODERN LABOR SAVERS

is the Famous

"NEW CENTURY"



harnessed to do all the hard work of washing.

The Motor is gearless, simple, powerful and NEW CENTURY quality all the way.

It's the BEST MOTOR hitched to the BEST Washing Machine made and they're on hand ready for immediate shipment.

Eastern Agents:
W. L. HALDIMAND & SON,
Montreal

Western Agent:
HARRY F. MOULDEN,
Winnipeg

Makers: **Cummer-Dowswell, Limited - Hamilton, Ont.**

LONG LIFE METALS

YOU CAN MAKE MONEY BY HANDLING OUR DIFFERENT GRADES OF

BABBITT METALS

We co-operate with the dealer, and send out advertising matter in our mutual interest. Write for prices and be convinced. We also manufacture all grades of tinners' and plumbers' solders.

The James Robertson Company, Limited, Montreal St. John Toronto Winnipeg

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".



THE "FAVORITE" CHURN

is a good one every way you look at it. The barrel is of thoroughly seasoned hardwood, with trunnions balance bolted on. Stand is angle steel, very light, perfectly rigid and very strong. Has a most convenient hand and foot drive, and roller bearings for easy running. It easily BEATS ALL OTHER CHURNS in Canada as a seller. In fact, more "Favorites" are sold than all others combined. It's the churn that will pay you best. 8 sizes, to churn one-half to 30 gallons of cream.

David Maxwell & Sons, St. Mary's, Ont.



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Stanley Tools

We have recently added to the many Scrapers that we manufacture
TWO NEW DESIGNS

No. 81—For fine Cabinet Work. This tool is nickel-plated, adjustable, and has a detachable rosewood face. Blade is 2½ inches in width. This is a splendid tool for very fine work. List price, **$1.50** each.

No. 82—Specially designed for scraping hardwood floors. It is adjustable and the blade can be tilted to practically any angle for working in corners and inaccessible places. Width of blade, three inches. List price . . . . . **$1.05** each

Look for the name STANLEY on every tool. It is a guarantee of the highest class of workmanship and material.

Send for Catalogue.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

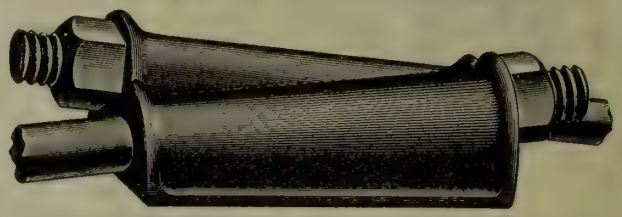


Special Display Case

Write for Price

THE MANUFACTURERS SALES CO., - Birks Bldg., MONTREAL

TANK LUGS



FOR ROUND RODS ON WATER TANKS, SILOS, ETC.

MALLEABLE IRON All sizes—⅜ inch to 1½ inch ready for immediate shtpment

Also over-flow connections for wood tanks

OTTERVILLE MANUFACTURING CO.

OTTERVILLE, ONT. Limited

SPUR OF THE MOMENT ORDERS come to Hardwaremen for

BELTING

and the WISE merchant should keep a small, well assorted tock of LEATHER BELTING ready for the EMERGENCY.

YOU try it. You'll get the business, and always get it.

We can supply you with anything and EVERYTHING IN LEATHER BELTING and LACE LEATHER.

OUR LEATHER BELTS stretch less than any other.

A TRIAL ORDER WILL CONVINCE

J. L. GOODHUE & CO., LIMITED

DANVILLE, P.Q.

Cap Screws, Set Screws, Studs

Special Milled Work

Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY

LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND

ORNAMENTAL IRON WORK

WIRE CLOTH AND WIRE GOODS

There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish. **Inquiries Solicited.**

CANADA WIRE GOODS MFG. CO.

HAMILTON



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent plumbers, who are on the look out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN IN THIS PAPER

JOSEPH RODGERS & SONS,

SHEFFIELD, ENG. LMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADEMARK

GRANTED 1682

Sole Agents for Canada

James Hutton Company

Montreal

MORRILL'S NO. 3 & 4 SAWSETS



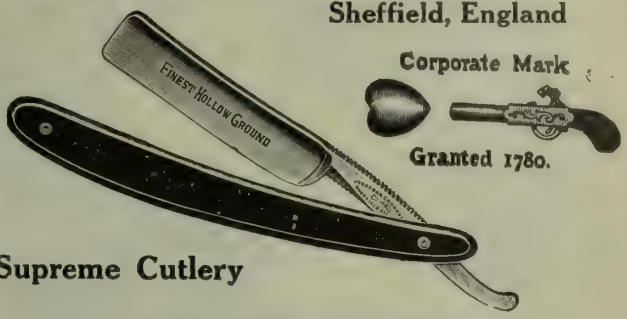
Fully Warranted

No. 3—for Cross Cut Saws, single tooth
No. 4— " " " Double "
No. 5— " Timber and Board Saws

These are the Standard Saw Sets used by the leading saw mills for cross cut, circular, timber and board saws.

CHAS. MORRILL, - 271 Broadway, NEW YORK

Jonathan Crookes & Son
Sheffield, England



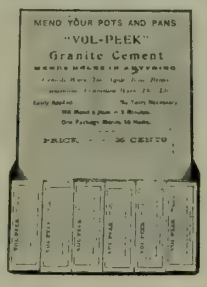
Corporate Mark

Granted 1780.

Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

"VOL-PEEK"
GRANITE CEMENT



Mends all the holes in ANY Pot or Pan.

Made of harmless, non-poisonous materials. Invariably effective. Easily applied. Quick and profitable seller.

Send for a trial lot

H. NAGLE & CO., Montreal, Sole Manufacturers

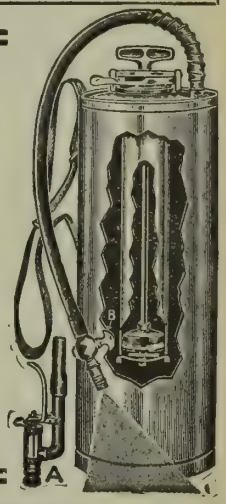
Agents:
N. A. Bedard & Co., Montreal, Agents for Province Quebec.
Watson & Truesdale, Winnipeg, Agents for Manitoba and Sask. (Regina excepted).
C. E. Jarvis & Co., Vancouver, Agents for British Columbia, Edmonton and Calgary.
H. P. Cowan & Co., St. John's, Nfld., Agents for Newfoundland.

Our Improved Automatic Compressed-Air Sprayer

is the most satisfactory hand machine now in the market for

APPLYING PARIS GREEN TO POTATOES

It is substantially built and every Machine is GUARANTEED. It is the handiest Sprayer for general purposes yet produced. A boy can do the work. Saves time, labor and material. Working parts all brass. Made in Galvanized iron or brass. *Ask for 1910 Model.*



CAVERS BROS.
Manufacturers GALT, ONT.

You Will Save Money
By Using

"Neptune Unrivalled" Patent Steel Fencing Wire

and

"IGEL" BARB WIRE

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaf Carlswerk, M. E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

Glues, Gelatines and Size

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for

QUALITY and VALUE

cannot be excelled.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

PRESSED STEEL HINGES
OF ALL DESCRIPTIONS.

TEES, BUTTS,
X GARNETTS
&c. &c.

HINGES

WRITE FOR LISTS & DISCOUNTS TO THE
LONDON PRESSED HINGE CO.
MILLWALL DOCKS,
LONDON, ENGLAND.

RIVETS

of any description

BRASS—COPPER—IRON

Perfect Goods **Prompt Delivery**

Trial Orders Solicited

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.



Pure Manila Rope

When a buyer specifies "Pure Manila" he naturally thinks he will get a first class, high grade rope, but that is not always so. "Pure Manila" sometimes means little more than the hackneyed term "No. 2 Manila," "Hardware Manila," etc. This is because Manila fibre is produced in such a variety of grades. Some of it isn't fit to make into rope, and a rope made from it isn't fit to use—some are too fine and expensive.

PLYMOUTH ROPE

"The Rope You Can Trust"

PLYMOUTH rope is all made from the happy medium which gives a handsome, durable, economical rope. This fibre we carefully select from the entire world's supply. We make no second grade. PLYMOUTH is always good and always uniform.

INDEPENDENT CORDAGE CO., LTD.

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at TORONTO, ST. JOHN, MONTREAL, WINNIPEG, HALIFAX, VANCOUVER

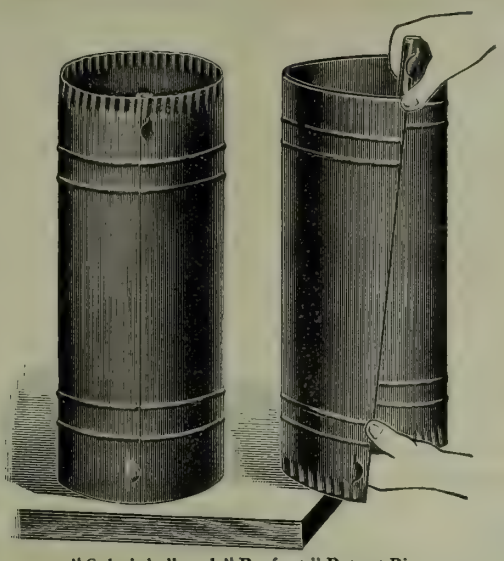
STOVE PIPE
Made up, 3, 4, 5, 6, 7 and 8 inch.

PERFECT PATENT STOVE PIPE
6 and 7 inch, 25 lengths in a crate.

STOVE PIPE ELBOWS
Cooper or O.H. Pattern—3, 4, 5, 6, 7 and 8 inch.
1 dozen in bundle.



O. H. PATTERN



"Scheip's" and "Perfect" Patent Pipe
(Cut illustrates "Perfect")



Cooper Dustless

BOOK YOUR FALL ORDERS NOW

E. T. Wright & Co.

(H. G. Wright)

HAMILTON - - CANADA

Winnipeg Distributors:
Merrick-Anderson Co.
Winnipeg, Man.

Electric Welded



Highest Quality

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

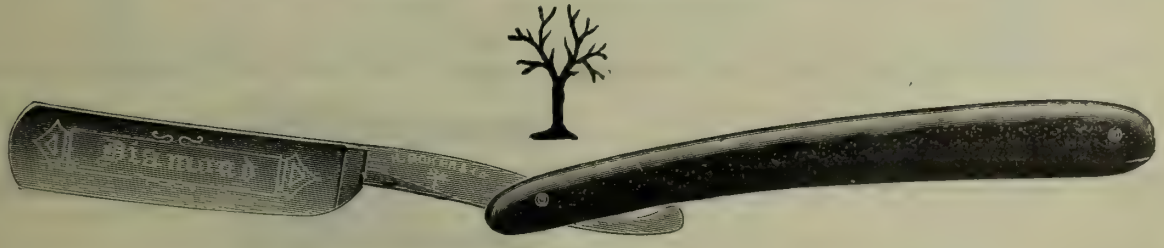
We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

Coil Chain ***Logging Chain*** ***Heel Chain*** ***Loading Chain*** ***German Coil*** ***Halter Chain*** ***Tie Outs*** ***Cow Ties***

McKINNON CHAIN COMPANY

BUFFALO, N.Y. ***ST. CATHARINES, ONT.***

H. BOKER & CO.'S RAZORS



Gentlemen.

Shave yourselves. Show your customers how to do it. Do not waste time with the barbers. Get our booklet: "Pointers for Gentlemen Who Shave Themselves."

We have Razors for all faces, for light, medium and hard beards. If our full concaved Razors are too light for you try our less concaved ones, they are as good for you and cheaper. The material used in them is just the same as in the dearer ones.

ALL LEADING WHOLESALE HARDWARE FIRMS SELL THEM.

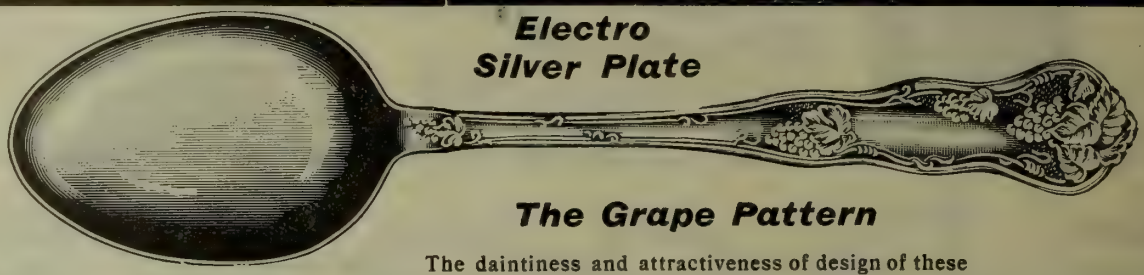
"THE SECRET OF SUCCESS"

IS A SUBJECT IN WHICH MANY PEOPLE ARE INTERESTED

In business life *SUCCESS* is variously attained.

We have found that the best way to *gain* it *is to make* the *right class of goods;* make them a little better than the other man, and *quote a fair price.*
"DOMINION BRAND" Tarred Felt is an article which will help *you* to *success.* Our *Coal Tar Roofing Pitch* and other roofing materials are just as well manufactured, and are just as saleable. Let us handle a trial order for you.

LOCKERBY & McCOMB, Ltd., 65 Shannon St., Montreal



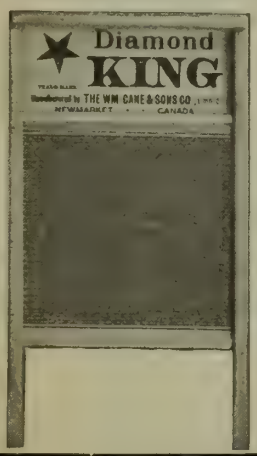
Electro Silver Plate

The Grape Pattern

The daintiness and attractiveness of design of these spoons have made them prime favourites, and they are proving ready sellers. Let us send you our Catalogue of the many artistic lines we manufacture. Every dealer is authorised to make good our guarantee.

The McGLASHAN CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont. DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.



It Pays to Sell CANE'S Washboards

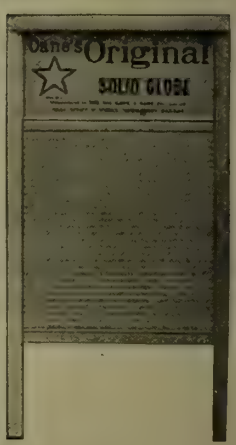
because they are the best-made washboards on the market and are as good as washboards can possibly be made.

Made in ten different styles and grades to suit every class of demand.

These goods are rapid and constant sellers everywhere and never fail to please the women.

Ask your jobber for Cane's Woodenware.

The Wm. Cane & Sons Co., Limited
NEWMARKET, ONT.



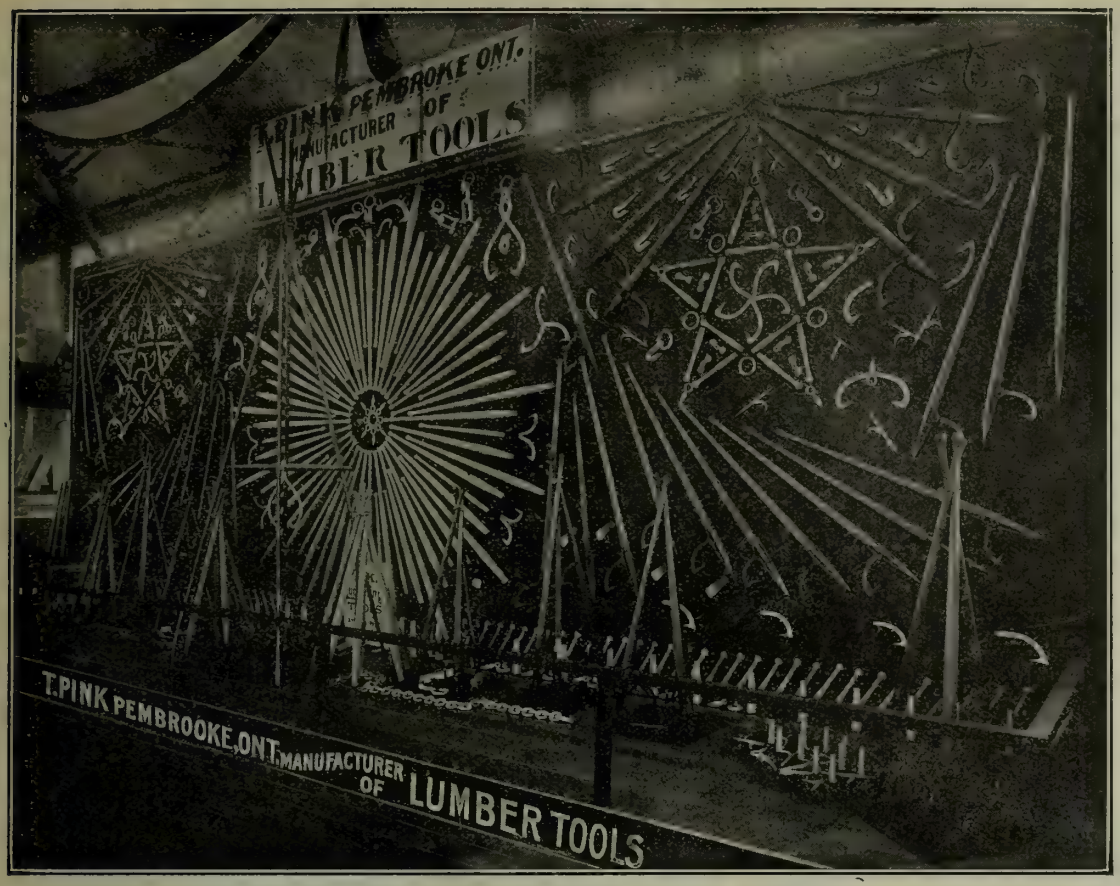


There's a

BRYAN BRUSH for every requirement of the painting trade, and you'll find them unequalled in quality and finish. Handle a full range of Bryan's Brooms and Woodware, These lines are regular and profitable sellers, and will draw much of the family trade to your store. Catalogue to every responsible dealer on request.

Thomas Bryan, Limited, London, Canada

Western Representatives—Winnipeg Paint & Glass Co., Limited, Winnipeg, Calgary and Edmonton



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

You Can Drill for Less Money

with the



"Hercules" High Speed Twist Drill

Than any other, because it is **TWISTED** while hot from the latest improved **VANADIUM HIGH SPEED STEEL**, giving it great strength and toughness.

TRADE W&B MARK

It will take an exceedingly **HEAVY FEED** without danger of breakage and will give more service for the money than any other High Speed Twist Drill.

Fitted with Taper Shanks, usually one size larger than regular, therefore no special chucks or sockets are required.

TRADE W&B MARK

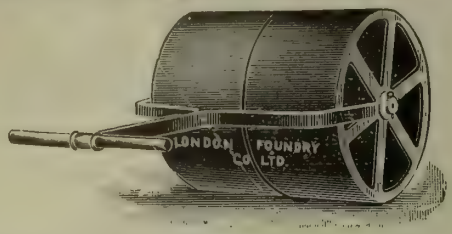
We Carry the Largest and Most Complete Line of Twist Drills in Canada and Make Instant Shipment.

The Whitman & Barnes Mfg. Co.

ST. CATHARINES, ONTARIO

HAND ROLLERS

Just the Thing for Rolling Lawns



Two Section Hand Roller

Made entirely of cast iron and steel, with 2-inch axle on which revolve two cast iron drums, each 12-inch tread and 22-inch diameter.

One Piece Hand Roller

18-inch tread and 26-inch diameter.

Water Ballast Hand Roller

36-inch tread and 30-inch diameter.

Write for Catalogue and Prices

THE LONDON FOUNDRY CO.,
LONDON, CANADA Limited

Tea and Coffee in Perfection!

Everybody drinks more or less Tea and Coffee, and there is no method known of making such perfect Tea or Coffee as brewing it in our

HYGIENIC Coffee Percolator

It is furnished with our new Monarch Regulating Lamp, and is handsomely finished.

A line you can handle most profitably.

Write for our new Illustrated Catalogue.

The Buffalo Mfg. Co.
BUFFALO, N.Y.

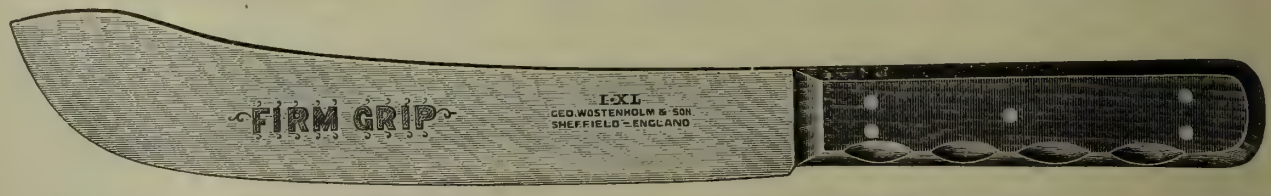
Canadian Representatives
H. F. McIntosh & Co.
28 Toronto Street
TORONTO



Wostenholm's Fine Sheffield Cutlery

Trade Mark - I-XL (I excel)

Wostenholm's "Firm Grip" Butcher Knives—No. 5239E



Hand forged from Double Shear Steel. For sale by all leading Jobbers.

A. MACFARLANE & CO., Montreal - - Canadian Representatives

Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at
Montreal, Que. Hull, Que.
Marlbank, Ont. Belleville, Ont.
Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

Head ffice: **Montreal**

Sales Offices:
Montreal - - Toronto
Winnipeg - - Calgary

The AYLMER



Branch Pipe Double Acting Force Pump fitted for Windmill or Hand use.

New Adjustable Base and Union Spout. This pump is adapted for any and all wells from a 5 5/8 inch hole up and any depth well up to 100 feet. These Pumps are fitted with Brass Upper Cylinders, Expansion Plungers, Steel Bolts, and large Airchambers. They are our best and latest goods.

Manufactured only by

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

CHANCE'S FAMOUS FIGURED GLASS

To Architects, Builders and Contractors we will send, on request, a sample box of the famous Figured Glass manufactured by

CHANCE BROS. & CO., Ltd.

Near Birmingham, England

Samples include Figured, Muffled and Rolled Cathedral Glass, in a variety of patterns and tints.

Write now—you'll probably find among these samples just the glass for which you have been looking.

ADDRESS THE CANADIAN AGENTS

B. & S. H. THOMPSON & CO.
LIMITED

381 ST. PAUL STREET, - - MONTREAL

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



VIEW OF BIRMINGHAM WORKS

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

THERE'S NO DANGER

IN OPERATING A

"Monitor" Acetylene Gas Generator

(Canadian Patent No. 118217)

You can recommend it with confidence—it is the ideal lighting plant. Some of the leading features are: perfect action, uniform gas pressure, simplicity, easy and safe to recharge. Saves time, money and eyesight. Fire Insurance Underwriters approve of it—proof positive of its safety.



Get after likely customers in your district. This will prove a profitable proposition for you. Investigate!

Write for our catalogue.

The Monitor Manufacturing Co.

Department "E"

FREDERICTON, N.B.

THE SUCCESSFUL DEALER gives the best value to the CONSUMER for HIS MONEY.

He should be able to advise his customers as to the material suited to their requirements under local conditions. When he can save dollars for them and GIVE SATISFACTION at the same time HE holds his customers FAST by increasing his buying power; thus each party profits by it.
OUR BRANDS are all satisfactory.

BLACK DIAMOND TARRED FELT
JOLIETTE and CYCLONE SHEATHING
We also make a fine variety of wrapping papers.

ALEX. McARTHUR & CO., Limited

82 McGill Street **MONTREAL**

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb 0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal.—Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb.

Lion Metal Co., Montreal. — Lion Extra, 60c.; Genuine, 50c.; Crown, 40c.; Antifriction, 30c.; Special, 25c.; "A," 20c.; "B," 15c.; "C," 12c.; Mag Metal, 10c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch.....	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb.....	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flat way stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.	
Casting ingot.....	13 50	13 50
Cut lengths, round bars, ½ to 2 in. .		21 00
Plain sheets, 14 oz., 14x48", 14x60"..		23 00
Plain, 16 oz., 14x48 and 14x60.....		22 00
Tinned copper sheet, base.....		24 00
Planished base.....		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.

	Montreal.	Toronto.
Canadian foundry, No. 1....		20 00
" No. 2....		19 50
Middlesboro, No. 3 pig iron..	17 75	20 25
Summerlee, No. 2 " ..	20 25	22 50
Carron, special.....	20 00	....
Carron, soft.....	19 75	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow.....	17 75	20 50
Glengarnock.....	....	22 50
Radnor, charcoal iron.....	32 00	32 50
Ayresome, No. 3.....	18 75	....
Ferro Nickel pig iron (Soo)....		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...		27 50
Angles..... base	2 50	2 60
Common bar, per 100 lb.....	1 90	2 00
Forged iron	2 05	2 10
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Mild steel.....	1 90	2 10
Sleigh shoe steel.....	1 90	2 10
Iron finish machinery steel (domestic)	1 95	2 10
Iron finish steel (foreign)....	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 40	2 50
Mining cast steel....	0 07½	0 08
High speed.....	0 65	0 65
Capital tool steel.....	0 50	....
Cammell Laird.....		0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	0 06½	....
Silver tool steel.....	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch.....	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 45
12 "	2 30	2 45
14 "	2 20	2 30
17 "	2 20	2 35
18 "	2 20	2 35
20 "	2 20	2 35
22 "	2 25	2 40
24 "	2 25	2 40
26 "	2 35	2 50
28 "	2 40	2 65

CANADA PLATES

Ordinary, 52 sheets.....	2 40		2 60
All bright, 52 sheets.....	3 50		3 50
Galvanized—	Apollo	D. Crown	Ordinary
18x24x52.....	4 45	4 45	4 35
60.....	4 70	4 70	4 60
20x28x80.....	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20....	3 60	3 35	3 60	3 60
22-24....	3 65	3 40	3 65	3 65
26.....	4 05	3 80	4 05	4 05
28.....	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 25 cents extra.

	Montreal	Toronto
Apollo brand—		
24 gauge, American	3 60	3 35
26 " "	3 85	3 40
28 " (26 English).	4 10	3 85
10½ oz., equal to 28 English	4 35	4 15

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch.....	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c.
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35: 18 x 36, $3.50.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 10½
Light copper bottoms	0 09½	0 09½
Heavy red brass....	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass.....	0 06	0 06½
Tea lead.....	0 02½	0 02½
Heavy lead.....	0 02½	0 02½
Scrap zinc	0 03	0 03½
No. 1 wrought iron	12 00	11 00
Machinery cast scrap, No. 1	16 00	15 50
Stove plate.....	12 50	13 00
Malleable	9 00	8 00
Miscellaneous steel	5 00	6 00
Old rubbers.....	0 09½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 50	3 75
Imported pig, per 100 lb.....	3 75	3 85
Bar pig, per 100 lb.....	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll...	5 00	5 00
Sheets, 3 to 6 lb. ft.....	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 20	0 26
Wiping	0 18½	0 19

SHEET ZINC.

5-cwt. casks	6 75	6 75
Part casks.....	7 00	7 00

SPELTER.

Foreign, per 100 lb	5 75	5 75

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $35 00 35 00

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.	
I C, 14 x 20 base	....	$5 50
IX, 14 x 20 "	....	6 50
IXX, 14 x 20 base	....	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

'Dominion Crown Best"—Double Coated, Tissued.

	Per box	
I C, 14 x 20 base.....	5 50	5 75
I X, 14 x 20 "	6 50	6 75
I X X 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base.....	....	4 25
I X, 14 x 20 "	....	5 00
I X X, 14 x 20 "	....	5 75

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	....	4 00
20x28, double box	....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	7 50
IX., Terne Tin	...	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs.	....	6 75
" 14x60, "		
" 14x65, "		

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "	....	8 00

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18 $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21 $7 — No. 22, $7.30 — No. 23, $7.65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27 $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 35c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging o papering, 10c

HEINISCH
TAILORS' SHEARS



You give your customers th greatest possible value for their money every time you sell a pair of Heinisch Shears. They are perfectly made and finished and have an exceedingly keen cutting edge. Heinisch Shears will give your customers unbounded satisfaction. Sold by all jobbers.

Tailors' Shears, Trimmers, Scissors, Tinners' Snips.

R. Heinisch's Sons Co., - - - - - - Newark, N.J., U.S.A

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs.. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2 25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 garge, 70c. extra. Add60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks	per lb.
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of lead		0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow "	0 18
Golden ochre "	0 11
French " "	0 09
Chrome green "	0 11
French permanent green"	0 15
Signwriters' black "	0 17
Marine black, 25 lb. irons	0 05

GLUE.

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Brantford all-round glue, ½-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 19½	0 19½
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb. "	0 23½	0 23½
Tins, 1-lb., 100 in case	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints	1 70
Canada Paint Co.'s pure	1 60
Globe house paint (Windsor)	1 25
"New Era" house paint (Windsor)	1 35
Benj. Moore Co.'s "Ark" Brd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson's "English"	1 60
Ramsay's paints, Pure	1 40
" Thistle	1 10
Martin-Senour 100 p.c. pure,	1 70
Senour's Floor Paints	1 45
Jamieson's "Crown and Anchor"	1 50
Jamieson's floor enamel	1 75
Island City pure paints	1 50
Sanderson Pearcy's, pure	1 40
Robertson's pure paints	1 40

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 45
Bladders in bbls	2 70

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Prime white petroleum per gal	0 13	
Water white "	0 15	
Pratt's astral "	0 17½	
Castor oil, per lb., in bbls	0 08	0 08
Motor Gasoline single bbls		0 19
Benzine, per gal single bbls		0 17
Turpentine, single barrels	0 82	0 87
Linseed Oil, " raw	0 86	0 91
" " boiled	0 89	0 94

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		3 00
Furniture, extra		1 20
" No. 1		0 95
" union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps brown japan		1 60
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 85
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co.'s white enamel		3 50
Canada Paint Co.'s sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25
Island City Dreadnought Finish		2 50
C.O. Co's. Permanite, interior		2 00
" Herculo, exterior		2 50
" Reflex, floor		2 25
" Japanite Dryer		1 25
Stovepipe varnish, ½ pints, per gross		8 00
Pure white shellac varnish, in barrels		1 75
Pure orange " " "		1 70
No. 1 orange " " "		1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 25	6 40
Elephant Genuine	6 25	6 40
Lily Pure	5 75	5 90
Tiger Pure	5 55	5 70
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		5 50
Brandram's B.B. Genuine	7 00	7 15
" Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 50	5 65
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 75	5 90
Island City pure lead	5 75	5 90
Sterling C.P.		5 75
" Decorators		5 25
Sanderson Pearcy's		5 75
Robertson's C.P., lead	5 50	5 65
Decorators' Pure	5 75	5 90

No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50 14 00
Plain ship, "	18 00 22 00

AXES AND HATCHETS

Single bit, per doz	6 00 9 00
Double bit "	10 00 12 00
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 00 6 00
'Boys' Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle "	1 45 6 75
Claw "	1 70 5 00
Barrell "	5 50 6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz. pairs.
Stearns wood track	4 50 6 00
Zenith	9 00
Atlas, steel covered	5 00 6 00
Perfect	8 00 11 00
New Milo, flexible	6 50
Double strap hangers, doz. sets	6 40
Standard jointed hangers, "	6 40
Steel King hangers "	6 25
Storm King and safety hangers	6 50
" " rail	4 25
Crown	4 85
Crescent	6 50
Sovereign	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent
" " ⅝ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅝ and less	60, 10 and 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅝ and less	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80

Amatite ROOFING

"Easy to sell because consumers want a Roofing that needs no Painting."

IF *you* do not sell Amatite Roofing in your territory soon somebody else will, because there is a constantly increasing pressure from the consumer.

We are spending $100,000 on advertising annually to make this demand.

We are teaching the consumer to demand a roofing *that does not need painting*. The day of the "Paint-me-often-oids" is past. People everywhere are asking for the roofing with a *mineral surface* which will need no care.

Amatite costs no more than roofings that need continual painting. The customer gets 100% more value in a dollar spent on Amatite than on any of the old-fashioned so-called "rubber" or "gum" roofs. Send along your order.

The Paterson Manufacturing Company, Ltd., Montreal, Vancouver, Toronto, St. John, N.B., Winnipeg, Halifax, N.S.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 7[illegible]
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32' & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " "	0 95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BINDER TWINE.

500 feet, sisal	0 07½
500 " standard	0 07½
550 " " manilla	0 07½
600 " "	0 08¼
650 " " "	0 09

Car lots, ½c. less; 5-ton lots, ¼c. less Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, 45 p.c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.
Crescent brands, 70 per cent.

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 60	1 70
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	3 00
3 " " "	3 65
4 " " "	4 80
5 " " "	6 60
" " "	8 00

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEONS

Canadian, 45 and 10 per cent.

ESCUTCHEON PINS

Steel, discount 50 per cent
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 75
10 " " "	3 00
12 " " "	3 50
15 " " "	5 00

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs.	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent,
Galvanized washtubs, 45 per cent.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting ¼ lb., doz	4 50
Machinists, ¼ lb., doz	3 20

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½ inch, per gross	9 00
" " ⅜ " "	10 00
" " ¼ " "	12 00
Leather, 1-inch, per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 45

HINGES.

Blind, discount 50 per cent.		
Heavy T and strap, 4-in 100 lb. net	7 25	
" " 5-in. "	7 00	
" " 6-in., "	6 75	
" " 8-in., "	6 50	
" " 10-in. and larger	6 25	
Light T and strap, discount 65 p.c.		
Screw hook and hinge—		
under 12 in. per 100 lb.	4 50	
over 12 in. "	3 50	
Crate hinges and back flaps, 65 and 5 p. c.		
Chest hinges and hinge hasps, 65 p.c.		

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $8.40; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—	
¼ x 5 per gross	2 25
5-16 x 5	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.'s 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4.10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	2	25
Universal meat chopper No. 1	1	15
Enterprise chopper, each	1	30
Spiders and fry pans, 50 and 5 p.c.		
Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast, per doz.	6 75
Lift Tubular and Hinge Plain. "	5 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.10; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $5.10; do., 4 knives, $6.25; 9 in. wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½ in. wheel, 4 knives, 12 in sizes, $8.50; ball bearing, do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from		12 00
Axes, dozen, from		6 50
Axe handles, dozen, from		1 15
Cross cut saws, per foot	0 25	0 43
Axe wedges, dozen		0 25
Ball and heel calks	4 00	4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1¼—1½ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

OAKUM.

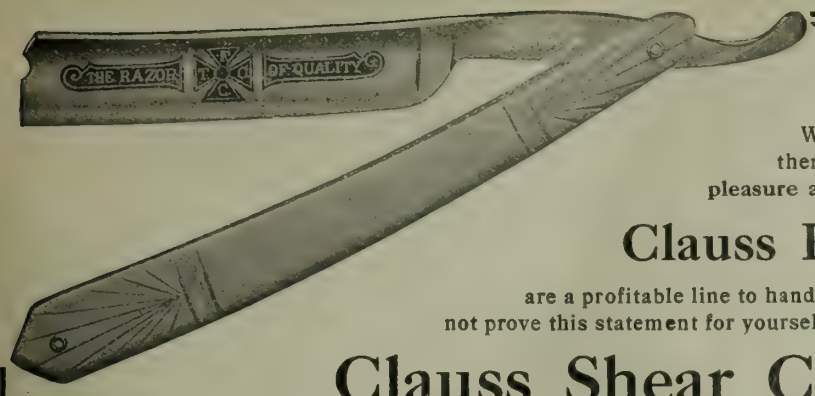
Plumbers per 100 lb.	4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent. discount
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 45½.
"Singalese" and "Alaska" Nevada silver flatware, 47 p.c.



"The Razor of Quality"

We can call our Razors by no name which describes them more aptly than this. They make shaving a pleasure and give absolute and perfect satisfaction.

Clauss Razors and Shears

are a profitable line to handle because they invariably give satisfaction. Why not prove this statement for yourselves? Send for our catalogue.

Clauss Shear Company

169 Spadina Ave.
TORONTO

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
8, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pitts, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Gillette Safety, each		3 75
Clauss Razors and Strops, 50 per cent		
Ever Ready Safety		9 00

ROPE AND TWINE.

Sisal rope	0 09
Pure Manilla rope	0 10½
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Sisal bed cord 48 feet, per doz.	0 65
" " 60 feet, "	0 80
" " 72 feet, "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine per lb.	0 33 0 45
Staging "	0 27 0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets: ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 30 lbs	1 40

SASH CORD.

No. 8, per lb. 0 34½

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

SCYTHE SNATHS.

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
" iron, per doz.	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per doz.	0 85 1 00
North Bros., No. 30, per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.;
No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks	00

STAPLES

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch, " "	7 50

Nestable, 45 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common, per doz.	1 22
7-inch, "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita, per lb.		0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe, per gross		3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	22 00
" under 40 lb., "			24 00
200 lb. and over			28 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch points, shoe rivets, 45 and 10; cheese box tacks, trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 84
" steel, No. 264, 66 ft., each	3 60
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)	Doz
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz.	73 75
Square "	77 50
Dowswell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer, 20 per cent.	173 50

WRINGERS

Royal Canadian, 11 in., doz.	46 25
Improved Royal Canadian, 11 in.	48 75
Eze, 10 in., per doz	47 25
Bicycle, 11 inch	58 25
Trojan, 12 inch	101 50
Challenge, 3 year, 11 in.	49 75
Ottawa, 3 year, 11 in.	56 00
Favorite, 5 year, 1 in.	67 00

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in.	1 09
" " " 36 in.	1 25
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shove handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

INDEX TO ADVERTISERS

Allan Hills Edge Tool 16
American Shearer Co 24
Anthony, M. B 24
Anti Splash Filter Co 24
Armstrong Bros. Tool Co 30
Atkins, E. C., & Co 20
Atlas Mfg. Co 24
Autolock Safety Cock and Bolt Co 1
Aylmer Pump and Scale Co 65

Banwell Hoxie Wire Fence Co 23
Barrett, W. L 24
Barnett, G. & H. Co ..... outside back cover
Beardwood Agency 51
Beath, W. D. & Son 14
Boker, H. & Co 61
Bosse & Banks 24
Bowser, S. F., & Co., Ltd 52
Brandram-Henderson, Ltd 48
Brantford Roofing Co 55
Bryan, Thos., Ltd 62
Buffalo Mfg. Co 55
Burrow Stewart & Milne Co., Ltd 16

Cameron & Campbell 25
Canada Bolt and Nut Co 14
Canada Cement Co 64
Canada Foundry Co 58
Canada Glue Co 6
Canada Paint Co 50
Canada Screw Co 72
Canada Steel Goods Co 8
Canada Wire Goods Mfg. Co 58
Canadian Copper Co 45
Canadian Ferrosteel Co 21
Canadian Heating & Ventilating Co 19
Canadian Sales & Mfg. Co 25
Canadian Hart Wheels 24
Cane, Wm. & Son 62
Cartland & Son, Ltd. Jas 65
Cavers Bros 59
Caverhill, Learmont & Co 5
Chadeloid Chemical Co 54
Chance Bros 65
Chicago Spring Butt Co 1
Clare Bros 18
Clare, Little & Co 26
Clauss Shear Co 69
Collins Mfg. Co 27
Connor, J. H., & Son 55
Copp, W. J., Sons & Co 43

Corbin Cabinet Lock Co 55
Crookes, Jonathan, & Son 59
Cummer Dowswell, Ltd 56

Dana Mfg. Co 21
Davidson, Thos., Mfg. Co 8
Dennis Wire & Iron Co 23
Directory of Manufacturers 24 25
Disston, Henry, & Son 9
Dominion Cartridge Co 28
Dominion Wire Mfg. Co 26
Dorken Bros ..... outside front cover, 61
Dougall Varnish Co 52

Ford Auger Bit Co 58
Frothingham & Workman, Ltd 4

Galt Art Metal Co 13
Gibb, Alexander 24
Gilbertson, W., & Co 23
Gillette Safety Razor Co 12
Glidden Varnish Co 53
Goodhue & Co., Ltd., J. L 58
Gourack Ropework Co 24
Greening, B., Wire Co 21
Grove Chemical Co 59
Guelph Spring and Axle Co 6
Gutta Percha & Rubber Mfg. Co ..... outside back cover

Harris, J. W., Co 22
Hart & Cooley 20
Heinisch, R., Sons Co 67
Hemphill, T. W 24
Hill, Jas., & Co 60
Hobbs Mfg. Co 9
Howland, H. S., Sons & Co 7
Hoyle, Robson, Barnett & Co 44
Hutton, Jas., & Co 58

Imperial Varnish and Color Co 47
International Varnish Co 52

James & Reid 24
Jardine, A. B., & Co 43
Jones Mfg. Co., Ltd., D. F. The 23
Johnson's, Iver, Arms and Cycle Works 45

Kains, J. M., & Co 24
Kemp Mfg. Co 28
Kerr Engine Co ..... inside back cover
Kyle, P 24

Laidlaw Bale Tie Co 71
Leslie, A. C., & Co 45
Lewis Bros., Ltd 3
Lockerby & McComb 62
London Foundry Co 64
London Pressed Hinge Co 59
London Rolling Mill Co 45
Lufkin Rule Co ..... inside back cover
Lysaght, John ..... outside front cover

McArthur, Alex., & Co 66
McClary Mfg. Co 15
McDougall, R., Co 19
McGlashan-Clarke Co., Ltd 62
McKinnon Chain Co 61
MacLaren & Co 58
McMaster, R 55

Malleable Iron Range Co 17
Manufacturers Sales Co 58
Maple City Mfg. Co 1
Martin, S. B 6
Martin-Senour Co 49
Maxwell, D., & Sons 57
Metal Shingle and Siding Co 13 25
Metallic Roofing Co 1
Millers Falls Co 51
Monitor Mfg. Co 65
Montreal Rolling Mills Co 47
Moore, Benjamin, & Co 49
Morrill, Chas 59
Morris & Bailey Steel Co 57
Morrison, James, Brass Mfg. Co 26

Nagle & Co., H 59
National Hardware Co 22
Newman, W., & Sons 24
Nicholson File Co 71
North Bros. Mfg. Co 1
Nova Scotia Steel and Coal Co 45

Oakey, John, & Sons 51
Oneida Community 19
Ontario Lantern and Lamp Co 56
Otterville Mfg. Co 58

Parmenter Bullock Co., The 25
Paterson Mfg. Co 68
Pearson, Geo. D. & Co 25
Pease Foundry Co 41
Peterborough Lock Co ..... inside back cover
Pilkington Bros 54
Pink, Thos 63
Plymouth Cordage Co 60

Queen City Oil Co 41

Ramsay, A., & Son Co 51
Reid, James 24
Robertson Mfg. Co., Ltd., P. L 59
Robertson, Jas., Co., Montreal 57
Rogers Sons & Co., Ltd., Henry 27
Ross Rifle Co 72

Samuel, M. & L., Benjamin, & Co 22
Scarfe & Co 54
Seymour, Henry T., Shear Co 23
Sharratt & Newth 25
Shaw, A., & Son 23
Sherwin-Williams Co 43
Simonds Mfg. Co 23
Simonds Canada Saw Co 14
Sonne, Thos., sr 24
Standard Paint and Varnish Co 51
Stanley Rule and Level Co 57
Stephens G. F 41
Stewart Mfg. Co., Jas., Ltd 20
Still, J. H., Mfg. Co ..... inside back cover

Taylor-Forbes Co ..... outside front cover
Thompson, B. & S. H ..... outside back cover
Thompson & Gunn 25
Toronto Furnace and Crematory Co 6
Toronto Plate Glass Importing Co 25

U.S. Steel Products Export Co 27

Want Ads 11
Warminton, J. N 25
Watson Jack, & Co 59
Western Clock Mfg. Co ..... inside front cover
Western Wire and Nail Co 25
White Mop Wringer Co 6
Whitman & Barnes Mfg. Co 63
Winnipeg Ceiling and Roofing Co 41
Winnipeg Paint and Glass Co., Ltd 43
Wostenholm's Cutlery 64
Wright, E. T., & Co 61

CLASSIFIED LIST OF ADVERTISEMENTS

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Anchors, Star Screw
Star Expansion Bolt Co., New York

Awnings
Bartlett, Wm., & Son, Toronto

Babbitt Metal.
Canada Metal Co., Toronto
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co,. Montreal.
Geo. Langwell & Son, Montreal

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting
J. L. Goodhue & Co., Danville, Que.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal
Starr Mfg. Co., Dartmouth, N.S.

Bolts---Expansion
Star Expansion Bolt Co., New York

Box Strapping
J. N. Warminton, Montreal

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Bridle Rings---Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Bosse & Banks, 39 St. Paul St., Quebec
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y
Frothingham & Workman, Ltd., Montreal
Hanson-Tilley, J. H., Co., Montreal
Hill, Jas., & Co., Ltd., London, England
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cable Dogs, Sebco
Star Expansion Bolt Co., New York

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Chucks
Ryall Tool Co., Montreal.

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Dowswell Mfg. Co., Hamilton
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines.
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton,
R. McMaster, Vancouver.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,
W. D. Beath & Son, Ltd., Toronto

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto.
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Drills---Brick and Stone
Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

Electric Dry Batteries
Electrical Specialties, Ltd., Toronto

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engine Supplies, etc.
Kerr Engine Co., Walkerville, Ont
Penberthy Injector Co, Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Owen Sound Wire Fence Co., Owen Sound.
Watson, Jack & Co., Montreal

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Ltd., Montreal

Filters
Anti-Splash Filter Co., Owen Sound,

Firearms and Ammunition
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.

Fire Escapes.
Dennis Wire & Iron Co., London

Fret Saws
Hobbies, Limited, Dereham, England

Fret Work Outfits
Hobbies, Limited, Dereham, England

Furnaces.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing
Canada Metal Co., Toronto.
U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Galvanized Iron
John Lysaght, Ltd., Bristol, Newport and Montreal.

Glass
Pilkington Bros., Ltd., Montreal

Glass Cutters
W. L. Barrett, Bristol

Glass Ornamental
Pilkington Bros., Ltd., Montreal
Toronto Plate Glass Importing Co Toronto.

Glass Wired
Pilkington Bros., Ltd., Montrea

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Ryall Tool Co., Montreal

Glue.
The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appley Bridge, Eng

Handles.
Still, J. H., Mfg. Co.

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Canonoque
Taylor-Forbes Co., Ltd., Guelph, On

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.

Hoop Iron.
Frothingham & Workman, Ltd., Montrea
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Montreal Rolling Mills, Montreal.
Jas. Pender & Co., Ltd., St. John, N.B.

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Ladders
Martin, S. B., Dalton, Ohio, U.S.A.

Lamp Black.
E Fielding, Toronto

Lanterns
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont
Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Locks, Knobs, Escutcheons, etc
Corbin Cabinet Lock Co., New Britain, Conn.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.
Lion Metal Co., Montreal

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
Jas. Pender & Co., Ltd., St. John, N.B.
United States Steel Products Export Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto, Ont.
Wright, E.T., & Co., Hamilton, Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Dennnis Wire & Iron Co., London. Ont.
Canadian Wire Goods Mfg. Co., Hamton

Padlocks
Corbin Cabinet Lock Co., New Britain, Conn.

Pail Clasps
J. N. Warminton, Montreal

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne, Engl
Canada Paint Co., Montreal.
Dods, P. D. & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co. Toronto.
Pilkington Bros., Ltd., Montreal
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Martin-Senour Co., Montreal

Paris Green
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne.

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Plows.
The Paris Plow Co., Paris, Ont

Portland Cement.
Canada Cement Co., Ltd., Montreal
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Razors.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Reaper and Mower Supplies
Thos. Garfitt & Son

Registers
The Canadian Ferrosteel Co., Bridgeburg, Ont.
Hart & Cooley Co., New Britain, Conn
A. Welch & Son, Toronto.

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Brantford Roofing Co., Brantford.
Barber Asphalt Co, Philadelphia
Winnipeg Paint & Glass Co., Winnipeg
United Roofing & Mfg. Co., Philadelphia, Pa.
Lockerby & McComb, Montreal
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.

Rubber Stamps
Hamilton Stamp and Stencil Works, Hamilton

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Sad Irons
The Dover Mfg. Co., Canal Dover, O.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Simonds Mfg. Co., Fitchburg Mass.

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton. On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J

Shaft Splice
Hercules Shaft Splice Co., Stratford, On

Shovels and Spades.
Frothingham & Workman, Montreal.

Silverware.
McGlashan, Clarke Co., Niagara Falls.

Snaps
Covert Mfg. Co., Troy, N.Y

Sprayers
Cavers Bros., Galt, Ont.
Thos. Davidson Mfg. Co., Montrea
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Export Co., Montreal

Stencils
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton, Ont.

Stoves, Furnaces
Burrow, Stewart & Milne Co, Hamilton
W J Copp, Son & Co, Fort William, Ont
Canadian Heating & Ventilating Co. Owen Sound.
Davidson, Thos., Mfg. Co., Montreal.
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Jas Smart Mfg Co, Ltd, Brockville, Ont

Stove Repairs
Jones Bros., Toronto

Tackle Blocks
Boston and Lockport Block Co., East Boston, Mass.

Tacks.
Montreal Rolling Mills Co., Montreal.
Canada Screw Co, Hamilton
U.S, Steel Products Export Co., Montreal

Tapes.
Lufkin Rule Co., Windsor, Ont
Jas. Chesterman & Co., Sheffield Eng.

Tin Plate.
A. C. Leslie & Co., Montreal

Toe Calks
Jas. Pender & Co., Ltd., St. John, N.B.

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal

Vacuum Cleaners
Universal Vacuum Cleaner, Limited, Montreal

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Washing Machines, etc
J. H. Connor & Son., Ottawa, Ont.
Dowswell Mfg. Co., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Washing Machines—Power
Excello Specialty Co., Berlin, Ont.

Wagons—Children's.
Woodstock Wagon Co., Woodstoe

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montrea
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Wm Stairs Son & Morrow Co., Halifa

Wire Clutch Nails
J. N. Warminton, Montreal

Wire Goods
Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

Woodenware
Wm. Cane & Son, Newmarket

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN



GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

Don't let your stock get too low—unsatisfied inquiries mean lost customers.
Our specialty is a high-grade line of

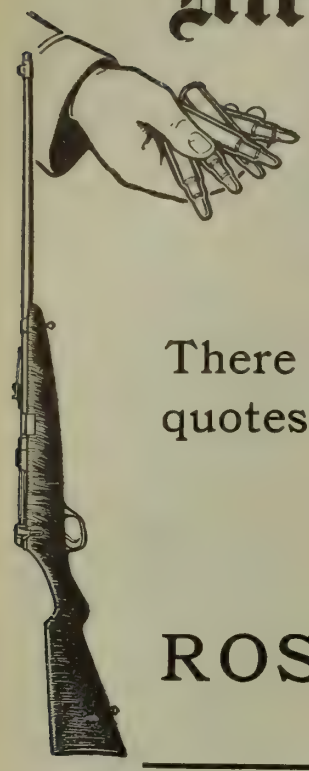
WIRE NAILS

WIRE BALE-TIES. **WIRE BARREL HOOPS.**
BRIGHT AND ANNEALED WIRE OF ALL KINDS.
Ask your jobber for the Laidlaw line.

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO

Vancouver—George W. Laidlaw **Winnipeg—Harry F. Moulden**

The Ross Rifle



Despite all *opposition*, ROSS RIFLES, both Military and Sporting, are winning prizes and doing the work they are built to do.

Dealers who do not handle Ross Rifles are simply neglecting a business opportunity.

There is a good margin for you, and the factory never quotes trade discounts except to the legitimate trade.

Write for catalogue and discounts.

ROSS RIFLE CO., Quebec, P.Q.



Wire Nails

A trial order solicited. Prompt shipment made. Special gauges made on short notice.

We also manufacture the best kind of Machine Screws; Wire—Bright, Coppered and Tinned; Stove and Tire Bolts, Tacks, Wood Screws, Sleigh Shoe Bolts, Rivets, Bright Wire Goods in Iron, Copper and Brass, Fence Staples, Boot Calks.

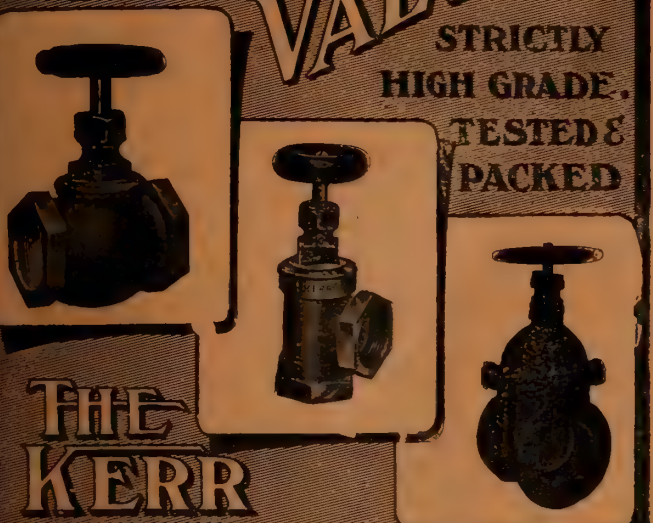


Canada Screw Co., Limited

TORONTO HAMILTON MONTREAL

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE, TESTED & PACKED



THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

DON'T

let your next door competitor outdo you in the handle trade! If you will only stock

STILL'S AXE HANDLES

you will have a uniformly good line, which never fails to give satisfaction. They are just a little better than all the rest.

Send for Quotations

J. H. Still Mfg. Co., Ltd.

ST. THOMAS, ONT.

HOW ABOUT YOUR STOCK OF LOCKS?

Have you a full range of reliable goods? Ask your jobber to show you the Peterborough Company's lines of rim and mortise locks, and of inside, front and store door sets. They are just what you want.



Cylinder Night Latch, No. 103

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bent Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD. YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., of Canada, Ltd.

Windsor, Ont.

London Office and Warehouse—24 and 26 Holborn.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals



Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



EKERT PROCESS

TRADE RADIUM MARK.

PAT. IN CANADA 1907

VALVE DISCS



Nothing to equal them has ever been made

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Winnipeg Calgary Vancouver

"APOLLO"

Galvanized Sheet Steel

We carry a stock in all sizes and gauges and can make immediate shipment.

B. & S. H. Thompson & Co.

LIMITED

MONTREAL

DELTA



DELTA FILE WORKS

CARVER FILE CO.

PHILADELPHIA, PA.

An independent organization not connected with the trust in any form, shape or manner.

FILES OF QUALITY

FILES

The Highest Grade File Made
The File You Will Eventually Buy

BE FILE Particular

AND USE

DELTA FILES

THERE IS A REASON

Absolutely Crucible Steel Used; Highest Grade of Skilled Labor Employed; Consequently, Longer Life and Greater Efficiency, and Economy to the User.

CARVER FILE COMPANY **DLETA FILE WORKS** Philadelphia, Pa., U.S.A.

AN INDEPENDENT ORGANIZATION NOT CONNECTED WITH THE TRUST IN ANY FORM, SHAPE OR MANNER

HARDWARE AND METAL

CANADA

STOVE AND WESTERN NUMBER

Vol. 22 No. 30





July 23 1910



TO MANUFACTURERS OF

STOVES

and

RANGES

Write us, giving particulars of your requirements, and we shall be pleased to submit quotations. We can supply the following special sheets:—

Wood's Patent Planished (Russia) Sheet Iron
Hammered Polished Steel
Wellsville Polished Steel
Leechburg Blue
Oak Stove Body Steel
Range Steel (Dead Flat)
Open Hearth Steel
American Bessemer Steel Sheets
Bessemer Blue Annealed Steel Sheets
"Apollo" Galvanized Sheets

B. & S. H. THOMPSON & CO., Limited

MONTREAL, P.Q.

Agents for the United States Steel Products Export Co.,
American Sheet and Tin Plate Department.

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 511 Union Bank Bldg.
New York: Rooms 1109-1111, 160 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, JULY 23, 1910 NO. 30

E. M. BICKINSON'S



CARVERS
CASED GOODS
TABLE CUTLERY

BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale By Leading Whleesalo Houses.

ABSOLUTELY DEPENDABLE

"Queen's Head"



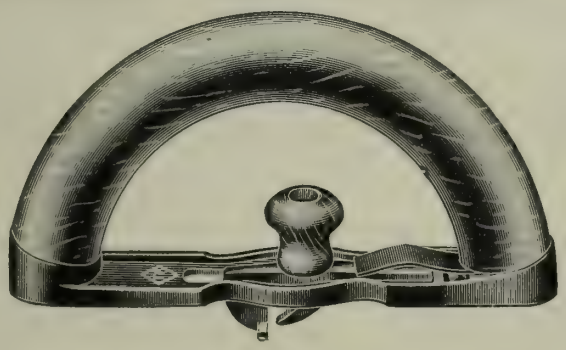
Galvanized Iron

Every sheet uniform in weight and coating.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

Guaranteed



Flawless

The best handle made for Mrs. Potts' Sad Irons is, by long odds, our

"Malleable Iron Handle"

It is an unbreakable malleable iron casting, combined with apple-wood, and will give your customers satisfactory and lengthy service.

Ask your jobber for Taylor-Forbes Hardware Specialties

Taylor-Forbes Co., Limited

HEAD OFFICE AND WORKS

Guelph - Ontario

TAYLOR FORBES CO., Limited, 246 Craig St. West, MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travelers Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENGLAND



Convincing the Consumer

is an easy matter when you've got the goods. And Standard Rifles *are* the goods. Due to their exclusive and superior features they created a sensation in the fire-arms world at the start—and are now practically the only high-class rifle that hunters of big game want.

STANDARD RIFLES

2 Models
Gas-Operating
Hand-Operating

Thousands of our booklets, "Big Game Shooting," have been sent out to interested sportsmen who have inquired about Standard Rifles. This booklet tells more matter-of-fact truths about rifles of *all* makes than any other booklet ever written. It tells why the Standard Gas-Operating Automatic is more *speedy* and more *powerful*—why it loads and unloads more simply and quickly and has *less recoil* than other automatics. It is absolutely convincing because every claim is proved.

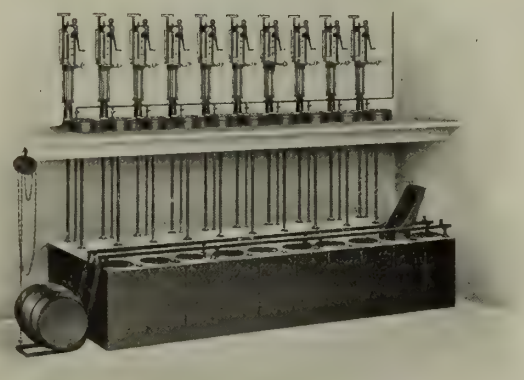


If you have not seen this booklet—send for a copy. Extra copies sent for distribution if you wish.

The following Canadian jobbers carry a stock of "Standard" Rifles and can ship promptly: London—D. H. Howden & Co., Ltd.; Montreal—L. H. Hebert, Lewis Bros., Ltd. Fredericton, N. B.—R. Chestnut & Sons; Toronto—H. S. Howland, Sons & Co.; Winnipeg—Miller-Morse Hardware Co., Wood, Vallance & Co., J. H. Ashdown Hardware Co., Ltd., Marshall-Wells Co., Ltd., and other Winnipeg jobbers; St. John, N. B.—W. H. Thorne & Co., Ltd.

STANDARD ARMS CO., 119 F St., WILMINGTON, DELAWARE, U. S. A.

BOWSER Systems for Handling Paint Oils



Cut No. 115 shows how several "Bowser" units can be combined with the greatest economy of space, each tank containing a different kind of oil. Filling is made easy through the use of the barrel hoist, cradle and track. The Tanks are, with this style outfit, placed in the basement, the pumps on the floor above.

YOU owe it to yourself to investigate how to increase your business and your profits, reduce fire risk, and get better, purer oils, through the use of a "Bowser" Equipment.

In a fair sized paint business the saving of time and labor alone soon pays for an entire "Bowser" Equipment.

The "Bowser" is absolutely fire-proof, and gives you the benefit of the very lowest insurance rates. With a "Bowser" there is no loss through evaporation, drip, spilling, overflow, etc. Dust and dirt are kept out of the oils, and their quality thus preserved. Your oil room is kept clean and inviting.

The "Bowser" measures the oil in exact quantities as fast as it is pumped—doing away with the use of sloppy and cumbersome measures and funnels. The measurements—a gallon, quart, pint, etc., are absolutely correct and save losses from overmeasure.

Write NOW for Booklet No. 15.

66-68 Fraser Ave. S. F. BOWSER & CO., LTD., Toronto, Ont.



Almost every advertisement that you read refers to some of the talking points of the article advertised.

When you sell a customer a

"Disston Hand Saw"

You don't have in mind ONE,
TWO or THREE good points,

But you know that every point in the SAW is as good as skilled labor and first-class material can make it.

If you are unable to obtain

"Disston's Brand"

from your local dealer, write us, and we will see that you are properly supplied.

Prompt Attention Given to Mail Orders.

LEWIS BROS., Limited

Importers and Distributors

MONTREAL

OTTAWA **TORONTO** **VANCOUVER**

Drag and Wheel Scrapers

No Merchant's Stock is Complete, this time of the year, without a line of Drag Scrapers.

They are easy sellers and good profit makers.

WRITE US

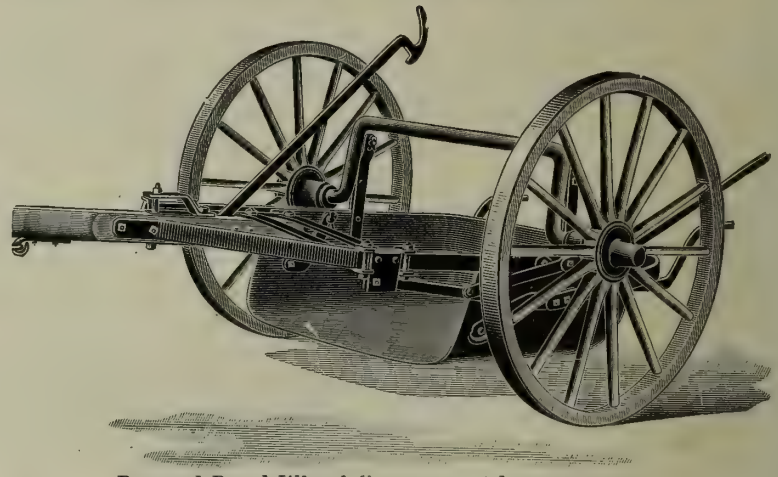
whenever you receive an inquiry for these goods, we will be pleased to quote you prices and furnish illustrations.

NEVER SAY YOU CANNOT SUPPLY.

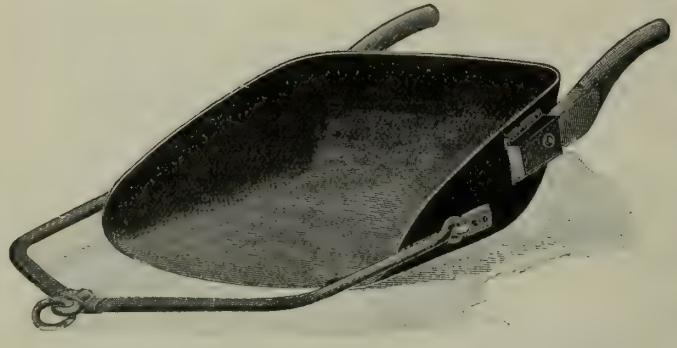
No. 20, Capacity 13 cubic feet.

No. 30, Capacity 17 cubic feet.

Easily dumped by one man.



Pressed Bowl Wheel Scraper, without runners.



Solid Steel Drag Scrapers, with or without runners.

No. 1, Capacity 7 cubic feet.
No. 2, „ 5 „
With Runners.
No. 11, Capacity 7 cubic feet.
No. 12, „ 5 „

ASK OUR TRAVELLERS ABOUT THIS LINE.

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada



Earnest Endeavor

We do not know of any Industry which is more productive and responsive to real effort than Farming, and upon which so much depends ; therefore, it is necessary that each and every Tiller of The Soil be provided with a reliable equipment.

"Samson" Quality Farm Tools

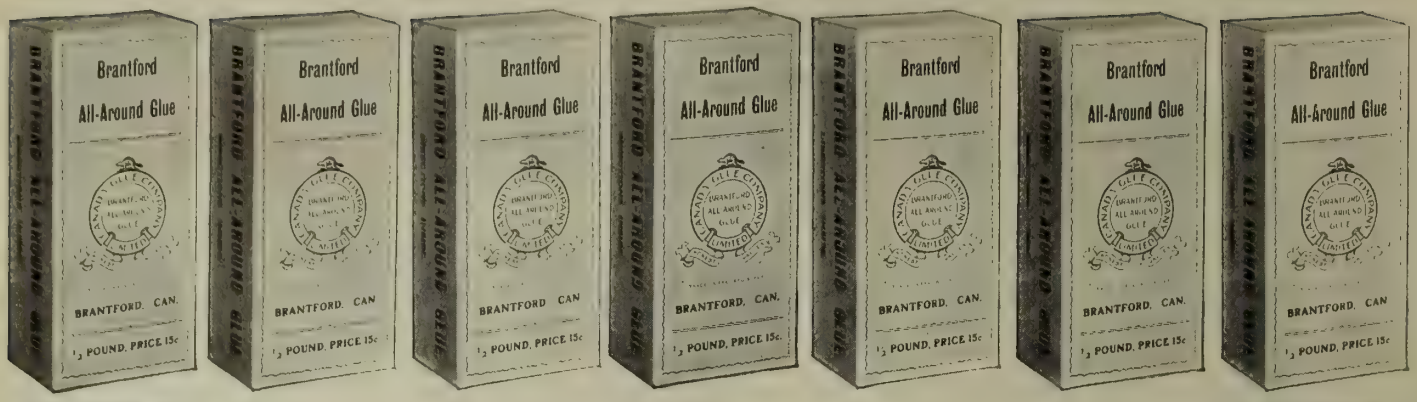
Represent the best to be had for the fair market value at which they are sold, and each tool is guaranteed. Just a few weeks more and the Harvest Trade will be over for this season. Push a line that is giving satisfaction on every side, not only to the consumer but to the dealer as well, for it pays to handle Samson Brand.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

WE SHIP PROMPTLY — **TORONTO** — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.



THE HIGH GRADE GLUE

in the

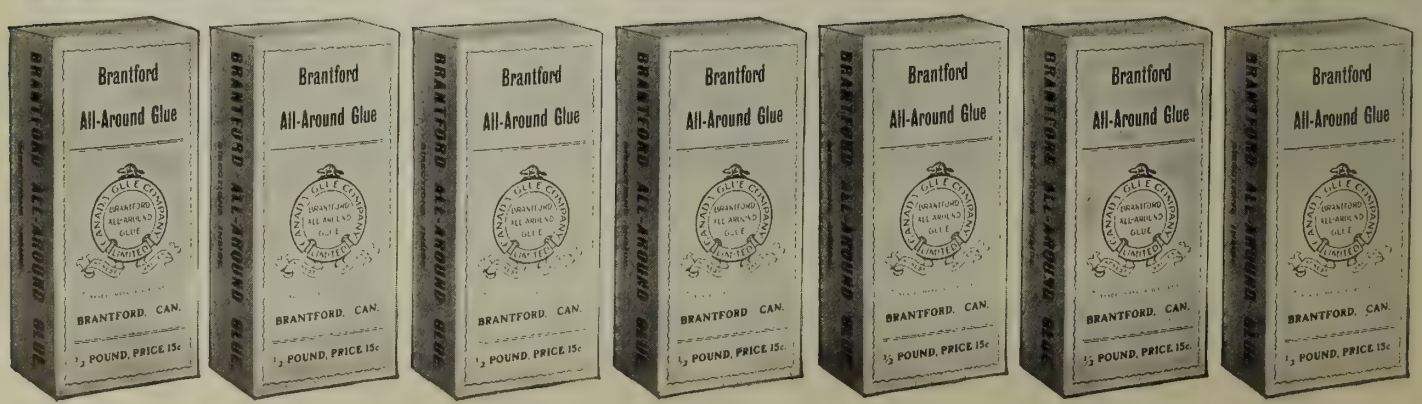
CONVENIENT PACKAGE.

Ask your Jobber---or us!

THE

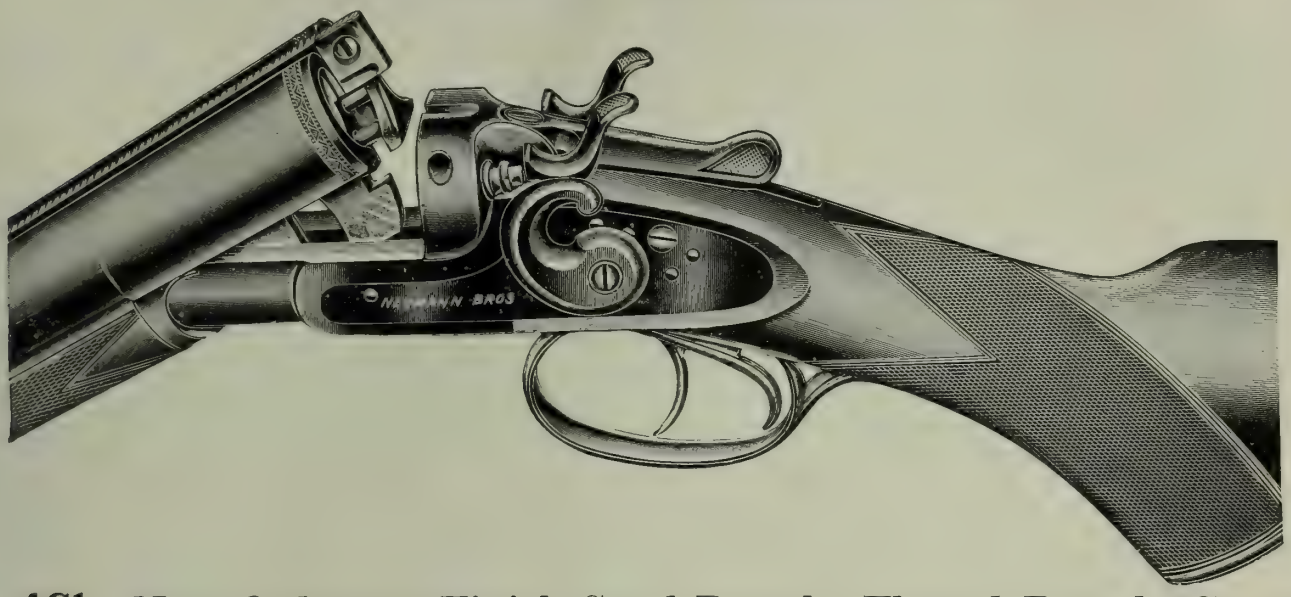
CANADA GLUE COMPANY, LIMITED

BRANTFORD, : : : CANADA



NEUMANN GUNS

Will stand comparison with any Imported Make of Guns, and will always be selected as the Best Finished and Most Reasonable in Price.



No. 461. New Ordnance Finish Steel Barrels, Flatted Breech, Greener Cross Bolt, Left Barrel Choke Bored, Top Snap Action, Checkered Walnut Stock and Fore-end, Full Pistol Grip, Rubber Butt Plate, - - 12 and 16 Gauge, List $12.50. 10 Gauge, List $13.20

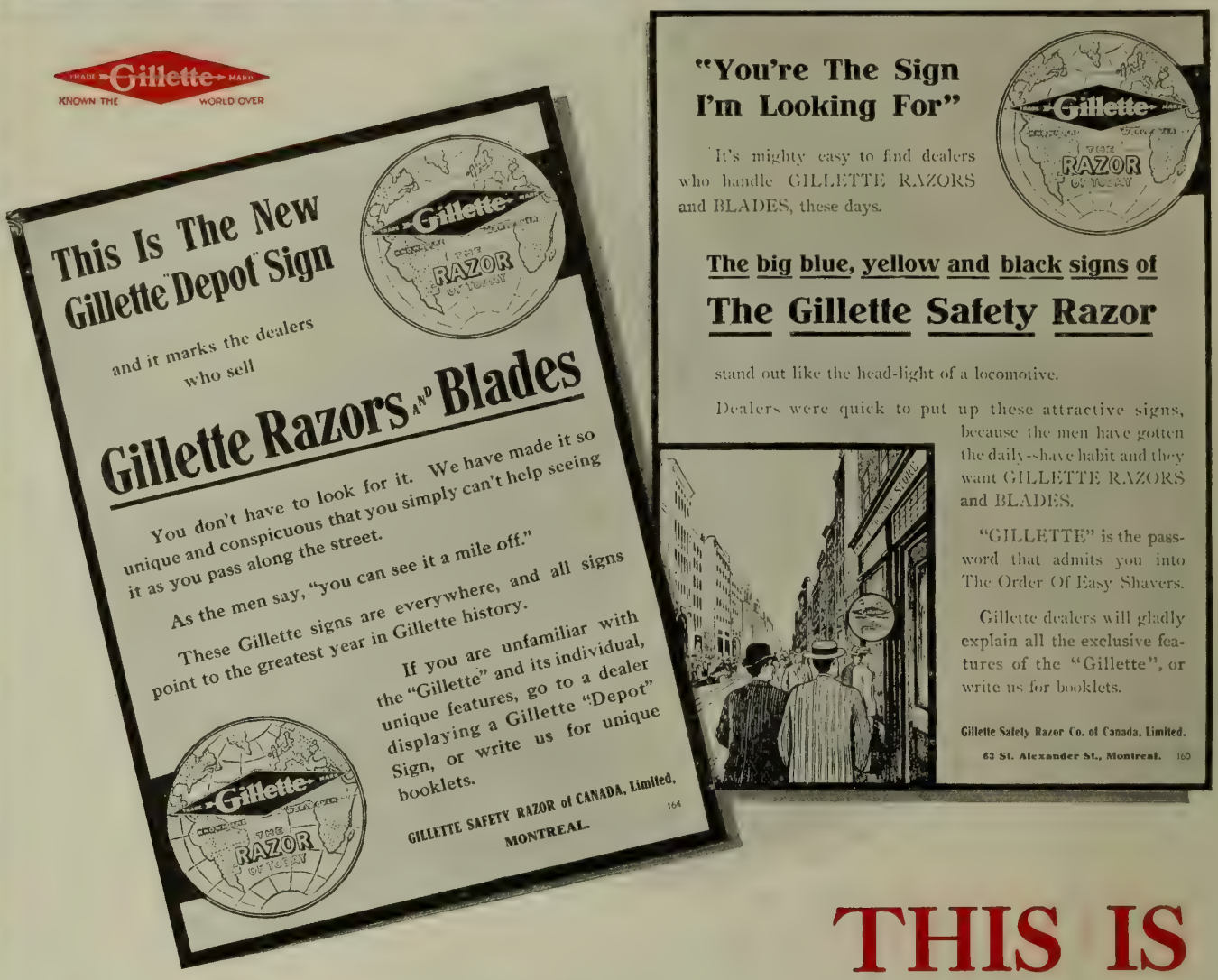


No. 114. HAMMERLESS, Rolled Blued Steel Barrels, Choke Bored, for Black Powder Shells, Case Hardened Frame, Automatic Safety, Walnut Stock, Patent Snap Fore-end, - - 12 Gauge, List $17.30

Discount to Dealers

Caverhill Learmont & Co

MONTREAL and WINNIPEG



THIS IS We Are Advertising the

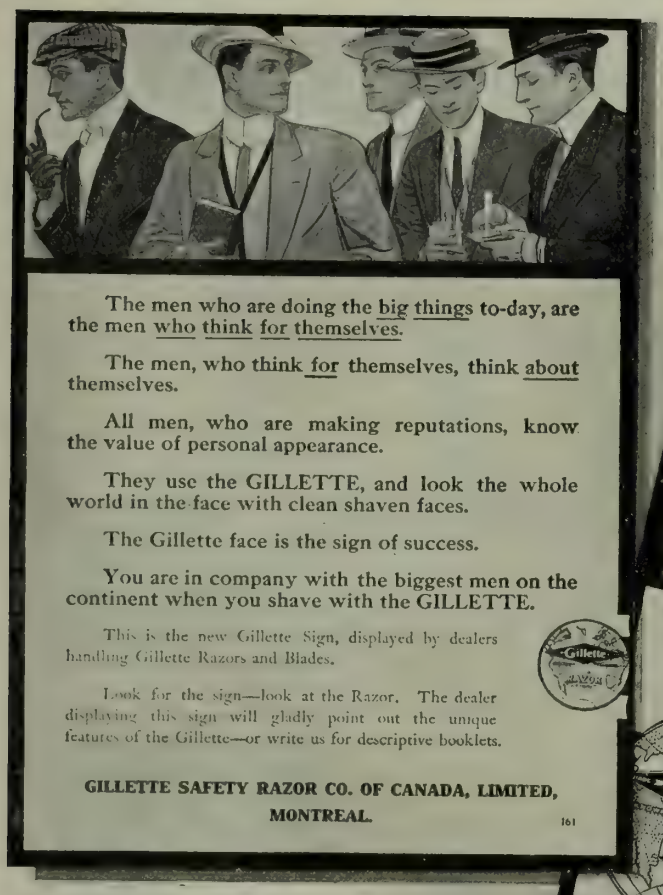
We told you we were going to advertise this new sign—even more than the razor itself.

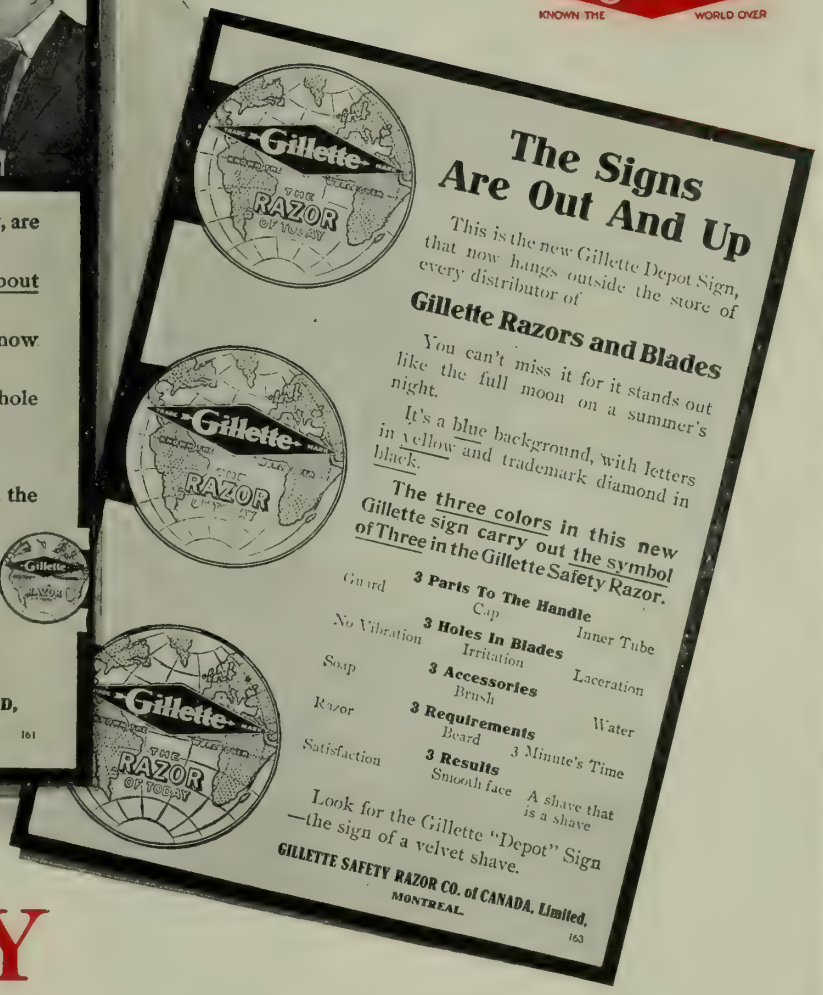
WHY?

Partly because nearly everybody already knows the GILLETTE as the best razor in the world—"the razor of to-day"—while hundreds are not sure just where to go for it.

Partly, too, because we want to emphasize the advantage which the pushing GILLETTE dealer has over his competitor who stocks some other razor.

The Gillette Safety Razor Co. of Canada, Limited





THE WAY
New "Gillette Depot" Sign

The man on the street assumes, and rightly, too, that the dealer who makes a point of selling the best razor made will have the best there is in other lines as well. On the strength of the sign he enters—and buys.

Thus the "GILLETTE Depot" Sign is more than a Gillette Sign—it's an all-round, high-class business-getter.

The advertisements shown above, and others like them, are pointing buyers all over Canada to the GILLETTE Depots.

Is the Sign pulling business—GILLETTE and otherwise—for you?

Office and Factory, 63 St. Alexander St., Montreal

Profits

IN

XCELL

DRY BATTERIES



A ROW OF HAPPY SPARKERS

NONE, sure none better for ANY SERVICE. Most reliable on engines of ALL description. Can be carried on the shelf for quite some time, other makes CANNOT.

It's **NINE LIVES** with our goods. Promptest Deliveries.

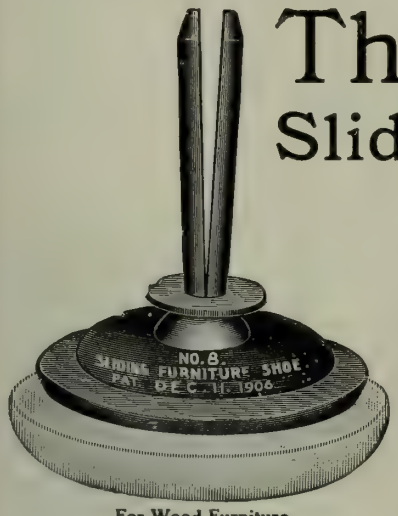
Canadian Carbon Company, Ltd.

Sole Manufacturers :: :: :: **TORONTO**

Greatest Invention of the Age

The "ONWARD"
Sliding Furniture Shoe

(Successor to the old-fash oned wheel caster)



For Wood Furniture

Made with Glass Base and Mott Metal Base, in all sizes and styles, suitable for all kinds of Furniture and Metal Beds. They are put up in neat labelled boxes, from 6 to 24 sets to a box.

If your jobber cannot supply you, write us for descriptive circular, price list and discounts.



For Metal Beds

Beware of Imitations

Manufactured in Canada by

ONWARD MFG. CO. : : Berlin, Ont.



"Triumph" Electric Vacuum Cleaner

MR. DEALER:
Are you handling the right Vacuum Cleaner?

Right in Quick Sales

Right in Satisfied Customers

The "Automatic" Electric and Hand Power Cleaners

ARE WINNERS

A wide range of styles and sizes—all made with perfect mechanism.

The "Automatic" Vacuum Cleaners "do the work." They give satisfaction and are built to last a lifetime.



"Automatic" Hand Power

Our "Automatic" Hand Power Cleaner is positively so superior in power, durability, and simplicity of construction that it is in a class by itself.

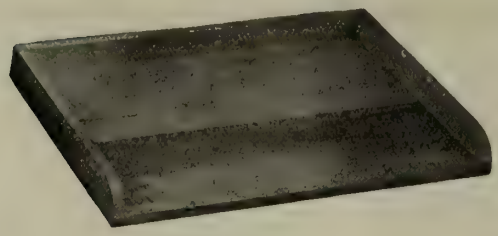
Let us get in touch, Mr. Dealer. Send for our Booklet and full particulars. We're with you for more, better, bigger business.

WRITE TO-DAY

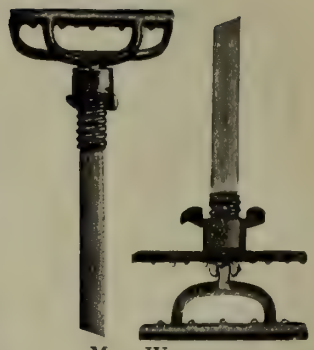
Onward Manufacturing Co.
BERLIN, ONT.



FOLDING SAW HORSES



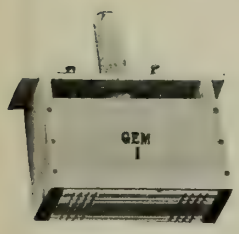
BAKE BOARDS



MOP WRINGERS



PAILS



BUTTER MOULDS



PAILWOODS

THIS PAGE ILLUSTRATES A FEW OF

CANE'S WOODENWARE SPECIALTIES

As it pays you best, in profit and in reputation, to sell only the most reliable goods, it is to your interest to sell Cane's Woodenware.

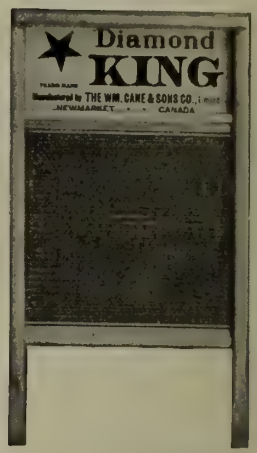
Since 1844 we have been perfecting our plant and methods ; until at the present time no concern in the world, manufacturing a similar line, produces goods that excel Cane's in quality and finish. And Cane's Woodenware is sold to the trade at prices that yield the retail merchant a liberal margin of profit.

The Wm. Cane & Sons Co., Ltd.

NEWMARKET ONTARIO

Established 1844

WRITE FOR CATALOGUE



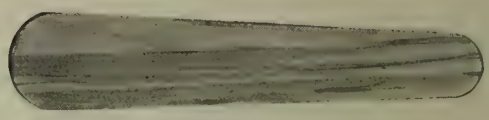
GLASS WASHBOARDS



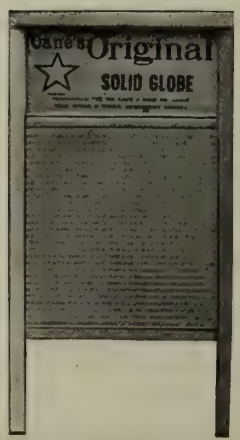
CLOTHES PEGS



CLOTHES HORSES



IRONING BOARDS



ZINC WASHBOARDS



WASH TUBS

Are You Selling Wall Paper?

Given the right line, the average hardware merchant can add materially to his profits by including wall paper in his stock.

Wall paper is a logical line for a man who deals in paints and such-like goods.

The Watson-Foster line

is the best selling line on the market

for the simple reason that it contains the largest range of patterns, colorings and qualities.

Long experience has taught us what kind of patterns and colorings are most in demand by different kinds of people in all parts of Canada.

As a result we can supply you with a range of wall papers that will appeal strongly to every class of people in your locality; a range that carries the assurance of brisk sales at satisfactory profits.

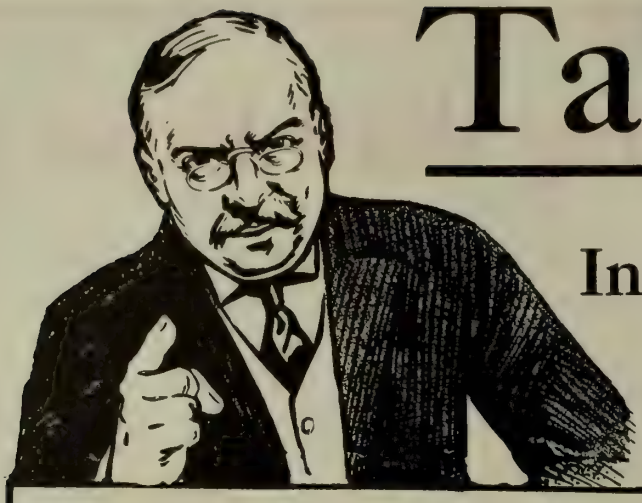
A good plan is for you to write us asking "what there is in it —and why?"

TO NORTH-WEST DEALERS

12 sets of our samples are now on the road west of Winnipeg, but at any time you can order through Winnipeg Agency. Car load rates to distributing points.

The Watson-Foster Co., Limited

Montreal, :: :: :: Canada



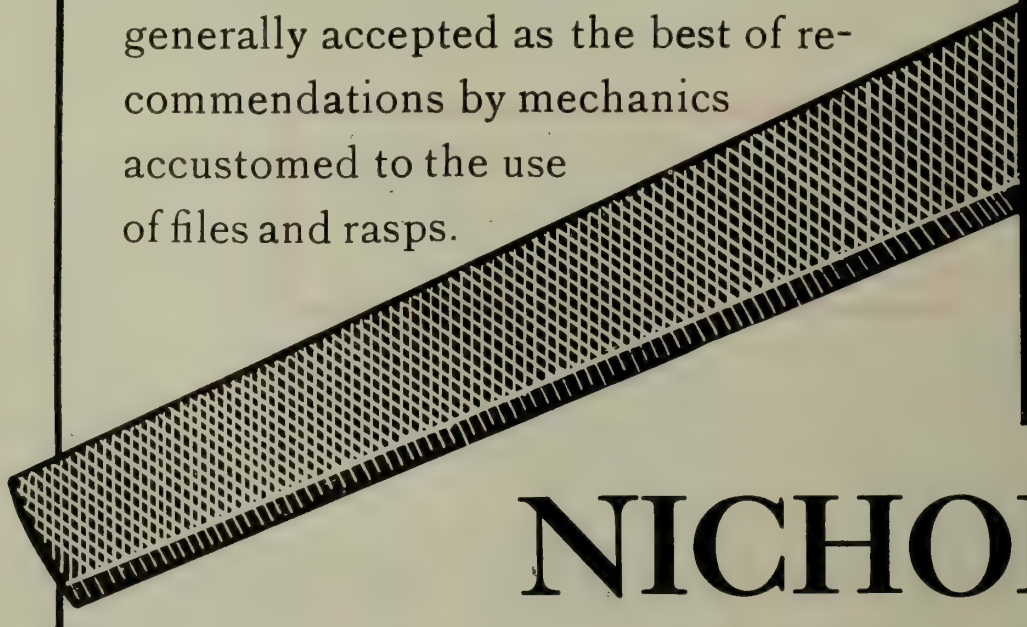
Take a Vet

In selling tools of any kind They invariably prove

Nicholson-made Files and Rasps

are the product of people who for generations have SPECIALIZED in the manufacture of Files and Rasps.

"Made by the Nicholson File Co." is generally accepted as the best of recommendations by mechanics accustomed to the use of files and rasps.



PU

these well-known made in

Kearney
Arc
Great
Amer
Glo
McL
J. B.
Ea

We guarantee them. on

NICHOLSON

Dominion Works:

eran's Advice

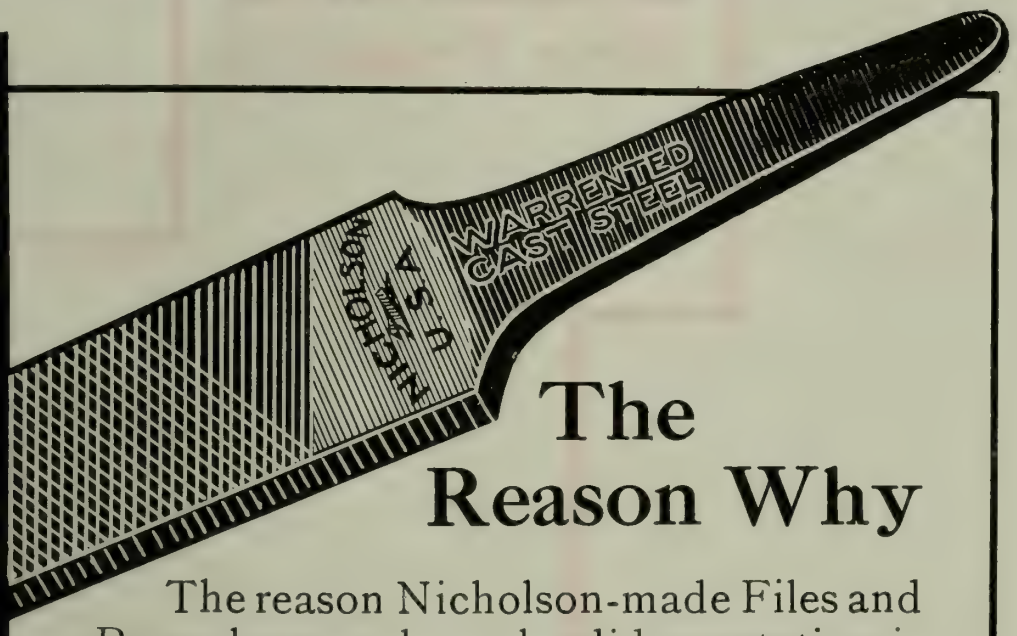
it pays to push lines that are made by specialists. the most satisfactory to your customers.

SH

Factory Brands
Canada

& Foot
ade
Western
ican
be
ellan
Smith
gle

Large stocks always hand.



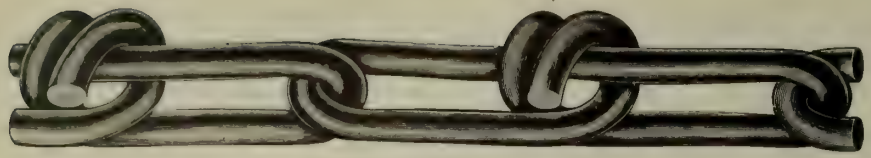
The Reason Why

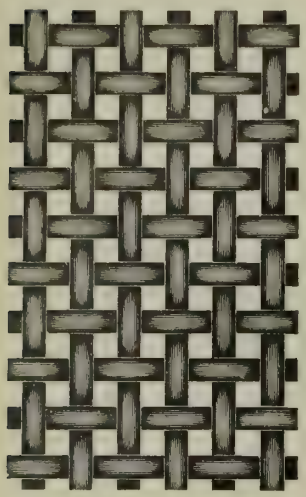
The reason Nicholson-made Files and Rasps have such a splendid reputation is that they "make good" under every condition of service. They cut better, smoother and do the work faster than any other make of files.

We use steel made to our own specifications and the method of hardening is the result of many years' experience. We are only stating a plain fact when we say that no other firm in the world has an experience in file and rasp manufacture equal to this company.

FILE COMPANY

PORT HOPE, ONTARIO.







Some Leading GREENING Wire Products

that will build up and hold a profitable trade for every Hardwareman.

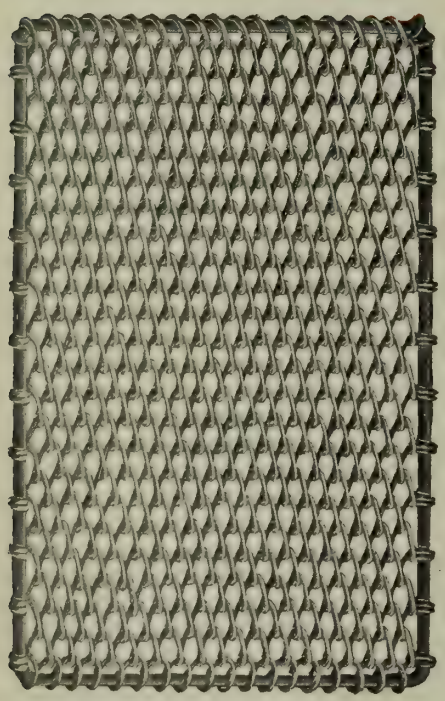
THE GREENING LINE is recognized as the standard of excellence throughout the Dominion, all wire being drawn in our own extensive mills from the very best procurable material.

It will pay you to study your Greening Catalogue carefully, it contains many hints which will help you in the development and betterment of your business.

Specify "GREENING'S" when next ordering from your jobber.

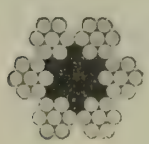
The
B. GREENING WIRE
Company, Limited

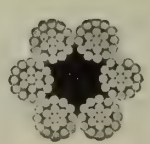
HAMILTON, Ont. MONTREAL, Que.





GREENING





GREENING



KEEPING UP LIFE

and the helpfulness of

The "Good Cheer" Circle Waterpan Furnace

With apology to Mr. Sidney Arnold for the appropriation of some of the bright thoughts from his "Random Notes and Sketches."

MR. FURNACE DEALER:

Keeping up life is the thing - life, or vitality, or ''the vital spark,'' words that seek in vain to express a meaning which we all know as a fact. How to preserve our vital force is the problem. The day's work is to be done. We are to keep going. We are nothing except in action, and action expends our force. It is of prime importance to be strong enough for our task. Our vitality seems so much a matter of course that we do not give it much thought till it begins to fail us.

Our strength is at the base of everything. Get that in your mind and think about it. You will then begin to look after your strength.

You will then see to it that you get enough sleep, good food, plenty fresh air in the summer time, and a healthful heated atmosphere in the home in winter. You know that some of the house heating propositions in use to-day are positively criminal. Take some of our well-built modern houses for example. They are practically air-tight. Hot-water, steam heaters or warm-air furnaces supply the heat. And the apparatus heats, reheats and continues to reheat the same air in the house over and over again. What humidity there is present in the atmosphere comes principally from the bodies of the occupants, from lavatories and sinks. And these occupants wonder why they feel so depressed, and why they are so susceptible to colds and the more severe illnesses.

Hot-water and steam heaters are the chief culprits. Conditions can be improved somewhat as regards warm-air furnaces by the use of outside fresh air ducts. But even then humidity is lacking. Humidity must be maintained to preserve health. It's not theory. Your own good sense will tell you that it is simply harmonizing the Laws of Physics and Hygiene. The two cardinal points in house heating are renewing the air and keeping the warmed air up to 55 or 60 per cent. humidity. The ordinary furnace waterpan is a pure humbug. Imagine a few quarts of water moistening the air of the whole house. The ''Good Cheer'' Circle Waterpan holds gallons to the other's quarts.

And even then authorities tell us it might safely be larger. Your customer does not buy a furnace very often. Why not elevate the standard of house heating in your neighborhood when you have the opportunity of selling him a furnace? It's for his own good, for as we have shown you, his health and that of his family is involved.

Besides, he likely relies upon your recommendation. Don't you feel your responsibility as between man and man? Help him in ''keeping up life'' - the ''Good Cheer'' Circle Waterpan furnace will do it.

Yours very truly,

The JAMES STEWART MFG. Co., Limited.

Woodstock, Ont., July 23rd, 1910.

The "GOOD CHEER"

With its large Circle Waterpan, guarantees adequate and uniform humidity in every heated room in the house.

WHY HUMIDITY?

CHICAGO TRIBUNE.

"The Relative Humidity is the balance wheel that regulates our comfort at different temperatures in the still air."

HARRISON L. BEACH, IN PEARSON'S MAGAZINE.

"If a room is not sufficiently warm at 68 degrees, it is because the humidity and not the heat is too low. Water should be evaporated to make the room comfortable."

THE "METAL WORKER," NEW YORK.

"Were dependence placed on the average-sized waterpan, it would thus have to be filled twenty times a day."

DR. HENRY MITCHELL SMITH, BROOKLYN, N.Y.

"The relative humidity of any locality is of the greatest importance, but in regulating the 'climate' of our homes in winter, this factor is entirely overlooked."

CHICAGO HEALTH DEPARTMENT BULLETIN.

"Dry indoor air is the greatest cause of discomfort, the source of much ill-health, catarrh, colds and other diseases of the mucous membrane."

E. R. PRITCHARD, SECY. DEPARTMENT OF HEALTH, CHICAGO.

"And now I come to a matter of vital importance in connection with the heating of our homes, and that is lack of humidity. . . . Most people attach a great deal of importance to the thermometer, when, as a matter of fact, it is only interesting. The important instrument to have in the home, shop or store is the hygrometer, for with it the amount of humidity in the air can easily be determined."

PROF. J. D. HOFFMAN, PERDUE UNIVERSITY, LAFAYETTE, IND.

"Now, humidity, if lacking, is not only a discomfort to the occupants of the room, but it is a detriment to the furniture, drawing the moisture from the woodwork or any source possible to make up the deficiency."

DR. WILLIAM F. COLBERT, PHILADELPHIA.

"From a physician's standpoint, the relative humidity in the house during the winter months should be maintained between 60 and 70 per cent., as it would produce a distinct decrease in the number of catarrhal conditions of the mucous membrane of the respiratory tract."

DR. W. A. EVANS, HEALTH COMMISSIONER OF CHICAGO.

"Of course, the first thing that one criticizes is the fact: They have no provision for humidifying the air."

DR. A. P. REID, CHIEF HEALTH OFFICER, DEPARTMENT OF PUBLIC HEALTH, NOVA SCOTIA.

"Since normal moisture is more necessary than heat, the more I think of these conditions the more my wonder is, not that we suffer under disease, but that we get off as well as we do."

DR. KLOBUKOWSKI, WARSAW, POLAND.

"Even only moderately hot temperatures will cause an oxidation of the dust particles. This causes an irritation of the mucous membranes of the respiratory passages and by that irritation gets those surfaces in a condition favoring the inception of disease germs. Without the humidifying arrangements oxidation takes place, but with them it does not."

The full text of Mr. Pritchard's address will be found on Page 46, "Hardware and Metal" of 9th inst.

"GOOD CHEER"

CIRCLE WATERPAN FURNACE

(Patented in Canada and the United States)



IT STANDS ALONE

As the one warm air heater capable of supplying that healthful, life-giving and comfortable warmth which the scientific world of to-day is demanding.

The James Stewart Mfg. Co., Limited, Woodstock, Ont.

Western Branch:—156 Lombard Street, Winnipeg, Man.

DISTRIBUTING AGENCIES:—McLennan, McFeely & Co., Vancouver, B.C. **Wood, Vallance Hardware Co., Nelson B.C.** **Ross Bros., Limited Edmonton, Alta.**

"Good Cheer" Ranges

are made in infinite variety of sizes and styles, but the same high-grade workmanship and operating qualities obtain throughout the whole line.

We make a fine assortment of Tubular Steel Box Stoves, Steel Air Tights, Lumberman's Camp Ranges, Oak Heaters, Cast Box Stoves, Etc., Etc.





THE

Jas. Stewart Mfg. Co.

LIMITED

Woodstock, Ont.

Western Warehouse:

156 Lombard Street

Winnipeg, Man.

C. Q. D.

Sometimes repairs look like the bugbear of the whole stove business—but that's when they're not Gurney-Oxford stoves.

With the Gurney Oxford line you've got the best of it even on repairs.

And I'll tell you why—

Gurney Oxford Ranges

are made with Standardized Parts.

For instance, take our "Chancellor"—grate, linings, fire box, ash door, high closet, all are interchangeable, will fit a 16, 18 or 20 inch range.

If a man comes in and says "I want a new grate for my Chancellor," pick it up and hand it to him and he goes away happy. No matter whether it's 16 or 20 inch. All you want to know is that it's a "Chancellor."

Contrast that with the system of supplying repairs for the ordinary range – the range that has no standardized parts.

Nine out of every ten people who come in for repairs come without their stove number—didn't know they had to have it. Then when they do get it and the part comes in, maybe it's the right number but the wrong size, and by the time you finally get it fixed up right the owner has been three or four weeks putting up with the inconvenience of a range out of order, and you have been nagged all the time for not getting it fixed sooner.

With three or four different lines of stoves you can't be expected to carry repairs in stock, a different set for each number and each size, so there's no help for it.

Now look at the contrast with OUR LINE—

Suppose you carry the complete Gurney-Oxford line—and no other. All vital repair parts are standardized, or interchangeable.

All you have to do is carry a couple of sets in stock. When your customer comes in he doesn't have to wait fifteen minutes for the part he wants. Takes it home, puts it on his range, his troubles are over and you've got a mighty friend who will spread the good news of your prompt businesslike methods.

Which plan is worth the most to you in dollars and cents? Which plan does the best advertising for YOUR business? Which plan pleases YOUR customers best?

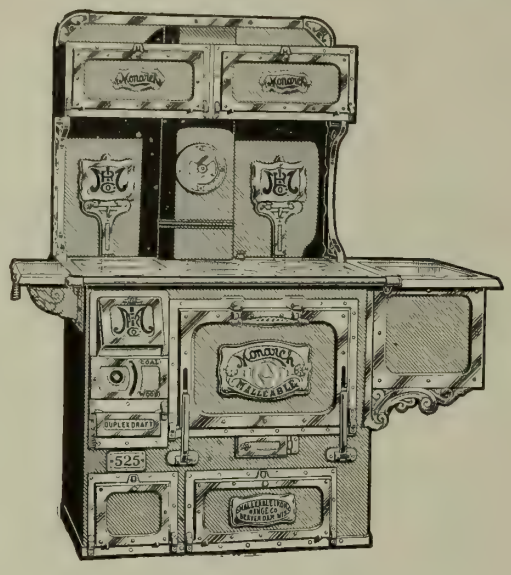
WHICH PLAN ARE YOU GOING TO FOLLOW?

The Gurney Foundry Co., Limited

Toronto, Hamilton, Montreal, Winnipeg, Calgary, Vancouver

Monarch MALLEABLE

The "Stay Satisfactory" Range



The Ranges we sold ten years ago are our greatest assets to-day.

When you sell MONARCH Ranges you are building future business. The ranges we sold years and years ago are standing advertisements for us to-day—they are still giving an excellent service.

It's the *Malleable Iron* frames and *riveted* joints that we have to thank. Instead of getting leaky flues and consuming more fuel as the range grows in age, the riveted joints *stay tight.*

We build MONARCH Ranges of Malleable Iron because it is *stronger, tougher* and has more resistance to the action of heat than common cast iron.

That's why the MONARCH gives an economical service—that's why it *stays satisfactory.* The moral of this is that the stay satisfactory element in the MONARCH would become as great an asset to your range business as it is to ours.

We'll show you how to start a good range trade in your territory. This is a part of "OUR PLAN"—the same selling help that's directly responsible for the splendid success of MONARCH Ranges here in the States.

"OUR PLAN" is an assistance that actually *makes sales.* It is even so good that it is imitated, but as usual you'll find the original far ahead of its followers.

We are making prompt shipments from warehouse stock at Winnipeg. Write us for prices f.o.b. that point. Get a copy of our plan of assistance—we'll send our catalog also if you ask for it.

MALLEABLE IRON RANGE CO.

Beaver Dam, Wisconsin

Jewel Stoves and Ranges



STYLE R. F.

Royal Jewel Steel Range

The Range of Quality

Every modern improvement is embodied in the Royal Jewel Range.

Made in six sizes, Nos. 816, 916, 818, 918, 920 and 922. Either with Encased Reservoir, (as cut) or with Contact Reservoir on left end. The great variety of sizes and styles enables the dealer to satisfy all comers.

The Royal Jewel is attractive in appearance and easy to sell. When once sold it never comes back, but is always a working advertisement. This is one reason why the Royal Jewel is a profitable Range for dealers to handle. One sale makes another and the demand is constantly increasing.

Make the Royal Jewel your leader and you are sure of the best stove trade in your locality.

In addition to the Royal Jewel, we make cheaper Steel Ranges to suit all buyers. They are, Electric Jewel, Arctic Jewel, and Gypsy Jewel.

In Cast Iron Stoves and Ranges we make a great variety, including the Dominion Jewel, Sterling Jewel, Grand Jewel, Home Jewel and many others.

In Heating Stoves we make many different kinds to suit all sections of the country. The Ideal and Modern Jewel Base Burners are excellent heaters and handsome in appearance. The Grand Jewel Heaters and Jewel Oaks are unsurpassed as medium price heaters. The Fire King for Stores, Halls, Churches, etc., is unequalled. The Jewel Triple Heater is probably the most powerful Wood Heating Stove made in Canada.

The Burrow, Stewart & Milne Co., Limited

Hamilton, Toronto, Montreal, Winnipeg and Vancouver

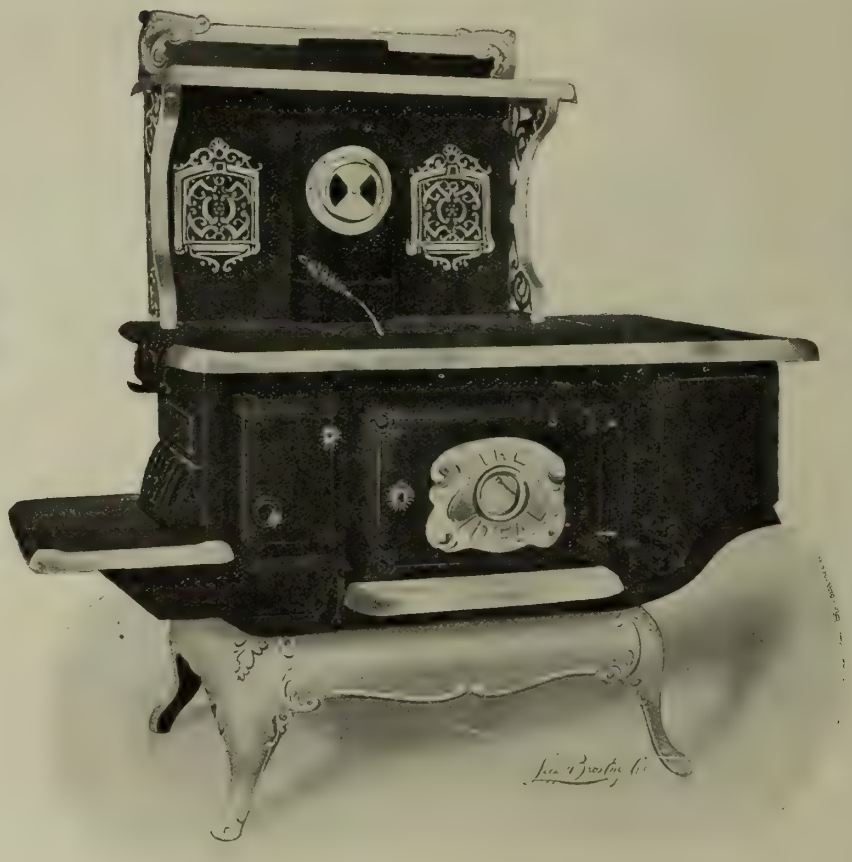
The Royal Stoves and Ranges

ARE THE

Dealers' Biggest Money-Makers

Send for Catalogue

Like Picture
9-18, - $25.00
9-20, - $28.00
Your Station In Ontario.



Every Range Contains a Guarantee That Binds.

This is one of the many new designs put on the market this year by

The Harriston Stove Co., Limited

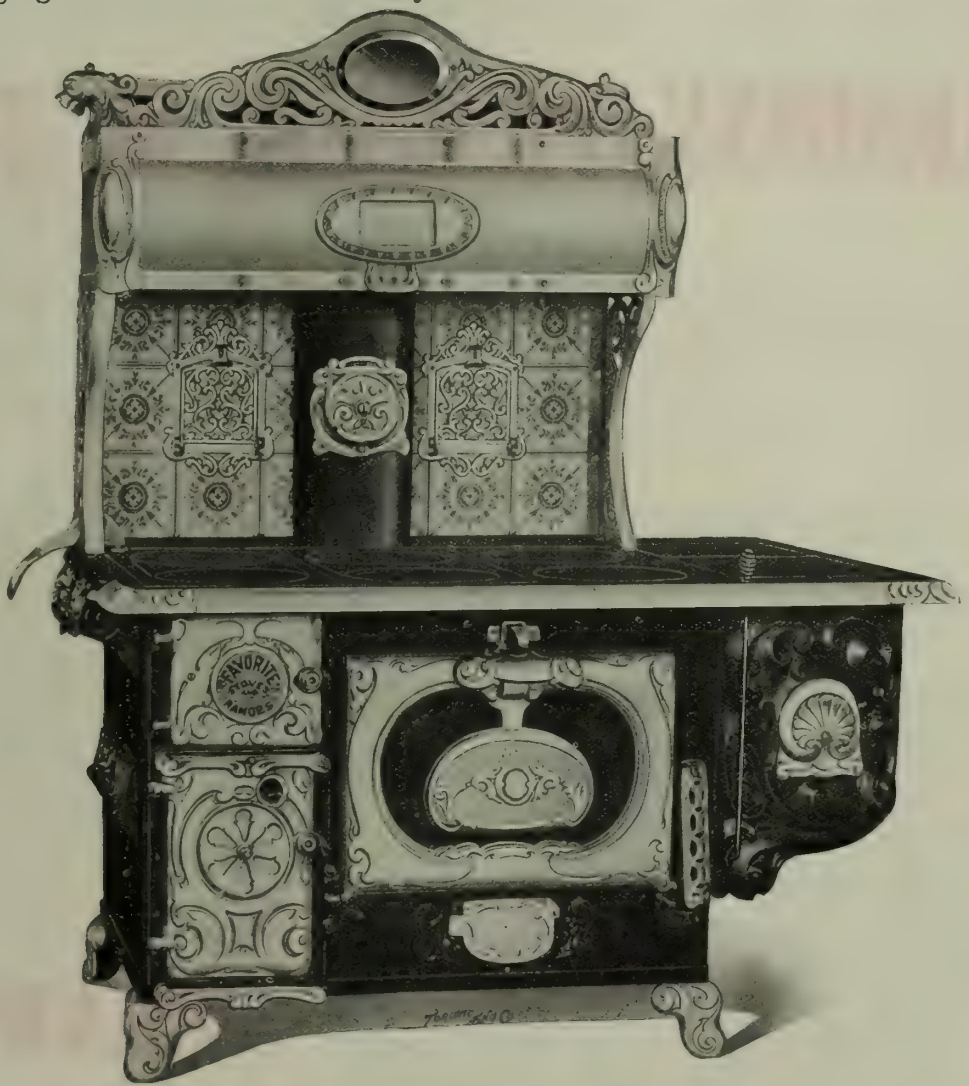
HARRISTON, ONTARIO

Make Quality the Foundation of Your Stove Trade

The sale of a good range and a satisfied customer mean a lot to a Dealer's Business. The sale of a poor range means a dissatisfied customer, the loss of his trade and possibly his neighbor's.

Cement the friendship of your customers by selling them a **Universal Favorite.** You can bank on it giving satisfaction.

The sale of one range assures the sale of a number of others in the same neighborhood, besides bringing a lot of other business to your store.



Notice the beautiful inlaid Tiled High Closet.

The Universal Favorite stands in a class by itself and has been conceded by stove experts to be the best all round Family Steel Range ever offered to the trade. Order a sample. It will prove to be The Silent Salesman of your Stove Business.

We make a full line of Steel and Cast Ranges and Stoves of every description.

FINDLAY BROS. CO., LIMITED

HEAD OFFICE & WORKS:
CARLETON PLACE, ONT.

BRANCH HOUSE:
260 PRINCESS ST., WINNIPEG MAN.

DISTRIBUTING AGENCIES

H. H. DRYDEN, SUSSEX, N. B. — STEWART & CO., TORONTO, ONT. — D. V. COPE & CO., CALGARY, ALTA. — REVILLON BROS., EDMONTON, ALTA. — E. B. HORSMAN & SON, VANCOUVER, B.C.

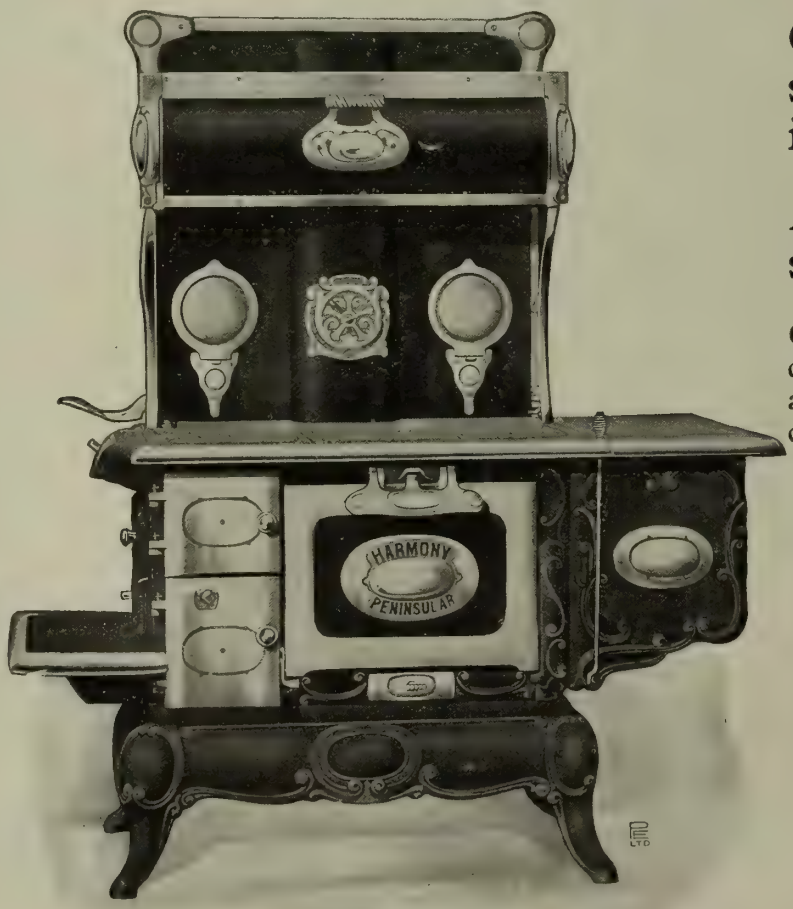
Selling Clare's Stoves and Furnaces mea

Here's a Cast Iron Range which embodies in its construction every desirable feature of the Steel Range—the

HARMONY PENINSULAR RANGE

With Reservoir and High Closet

This is a very attractive and well-made range, with very refined ornamentation, which has proved a rapid and remunerative seller. The oven is specially large—larger, in fact, than in any other similar range.



Can be provided with special Low Steel Closet if desired.

A high-grade range which sells at a good price.

Our new illustrated catalogue fully describes our extensive line of stoves and furnaces. Have you received your copy? If not, write for it to-day.

CLARE BROS.

PRESTON, ONT.,

Agents:
CLARE & BROCKEST, Limited
Winnipeg and Calgary
RACE & HUNT
Edmonton

ns Brisker Business and Better Profits

If you are looking for a furnace that more nearly approaches the ideal than any on the market, you should stock and recommend the

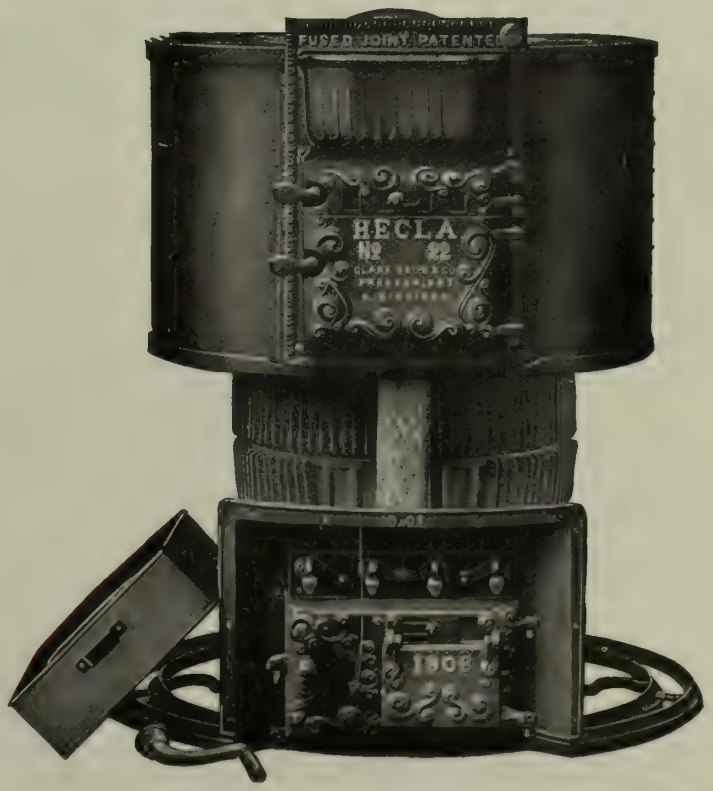
HECLA WARM AIR FURNACE

For Coal or Wood

Here are a few exclusive features of the "HECLA," which have earned for it its enviable prominence:

HECLA STEEL RIBBED FIRE POT.
HECLA FUSED JOINTS.
HECLA INDIVIDUAL GRATE BARS.
HECLA CAST IRON COMBUSTION CHAMBER.

No furnace will produce such a volume of pure, warm air with such an economical consumption of fuel as the "HECLA." It is very durable, easy to operate and safe from dust and smoke.



and COMPANY

WINNIPEG, MAN.

J. M. KAINS & CO.
Vancouver
MECHANICS SUPPLY CO.
QUEBEC



The Moorish Sidewall Register

The Bull's Eye of Perfection

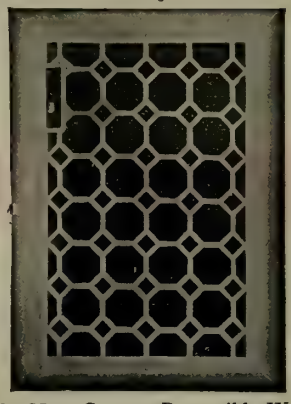
REGISTERS, FACES BORDERS

"Made in Canada" Our new plant is in full working order making all known sizes, shapes and finishes.

Prices Rock Bottom

The Canadian Ferrosteel Company

Bridgeburg - - - Ontario



The New Convex Reversible Wafer

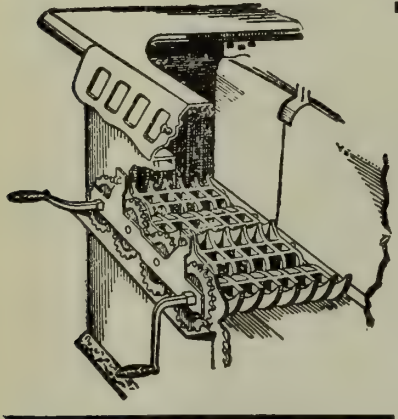
Simonds "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. **Montreal, P.Q., Vancouver, B.C., St. John, N.B.**



This "Champion" Grate

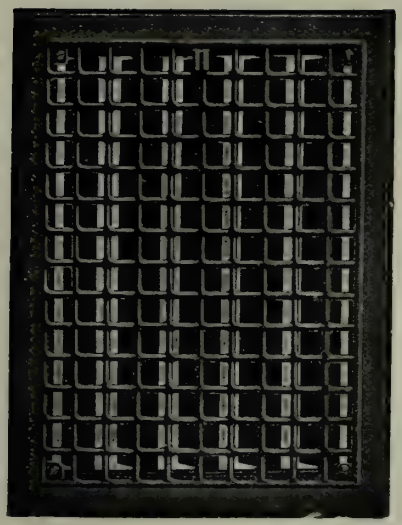
makes it an easy matter to sell

"Champion" Ranges

You will notice, by observing the accompanying illustration, that the **Champion Grate** is quite unique in construction. It consists of four rocking cross bars, operated in two sections independently. This makes the **Champion Grate** much easier to shake than other grates; and should one end of the fire go out it is not necessary to dump the whole fire, but only the dead end. No ashes or clinkers can linger in the **Champion Grate**—it is easy to keep the fire perfectly clean and bright all the time. It is more open than other grates, admitting more oxygen and gives almost double the combustion of other types of grate. This means fuel economy and far better cooking capacity—features that will make a very strong appeal to your customers.

Write us To-day for "Champion" Catalog.

D. J. Barker & Co., Picton, Ontario



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed. Non-breakable. Largest Air Space. Low Prices.

Get our Catalogue.

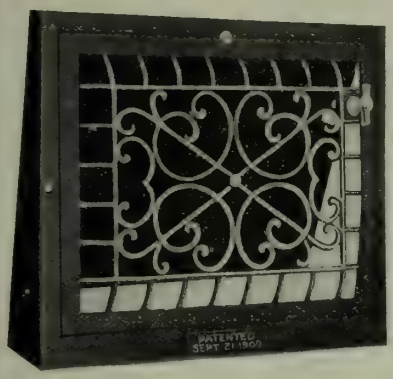
The HART & COOLEY CO.

Factories:
NEW BRITAIN, CONN.

Selling Agents:
GURNEY FOUNDRY CO.

Montreal, Toronto, Winnipeg, Vancouver and Calgary





"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price ? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

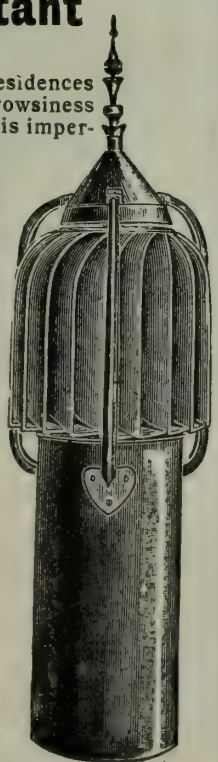
The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario

Ventilation Is Important

as a feature of modern buildings.

There are many buildings and residences whose occupants are afflicted with drowsiness and headaches because the ventilation is imperfect or has been altogether neglected.



J. W. HARRIS VENTILATOR

is unexcelled as a means of producing pure air in large buildings, closet rooms, vaults of churches, schools, factories, stables, etc.

As will be seen from the accompanying illustration, the Aeolian Ventilator is very ornamental in appearance, while also possessing exceptional lasting qualities.

We like to talk about the "Aeolian." Will you write us for particulars?

LA PRESSE

Montreal, Dec. 2nd, 1905

J. W. HARRIS Mfg. Co., Ltd.,
Montreal.

Dear Sirs:—

We have been using several of your "J. W. Harris Rotary Ventilators" for the past five years and we are glad to say that they work very well and answer to all the purposes for which we have bought them.

They have always given satisfaction.

Yours truly
H. GODIN,
General Manager.

The price is inconsiderable in comparison with the results.

Manufactured by

The J. W. Harris Company, Ltd.
Montreal

MADE IN CANADA

Sterne's Stove Putty



Bakes hard—odorless—never cracks—never crumbles—never falls out—makes tight joints, and prevents the escape of gas or ashes.

ASBESTOS FURNACE CEMENT

Bakes hard as the iron itself—strictly fireproof—perfect non-conductor.

Try a sample of either or both of the above, and be convinced of their superiority. If you are not satisfied return the goods at our expense

Drop Us a Card for Samples and Prices.

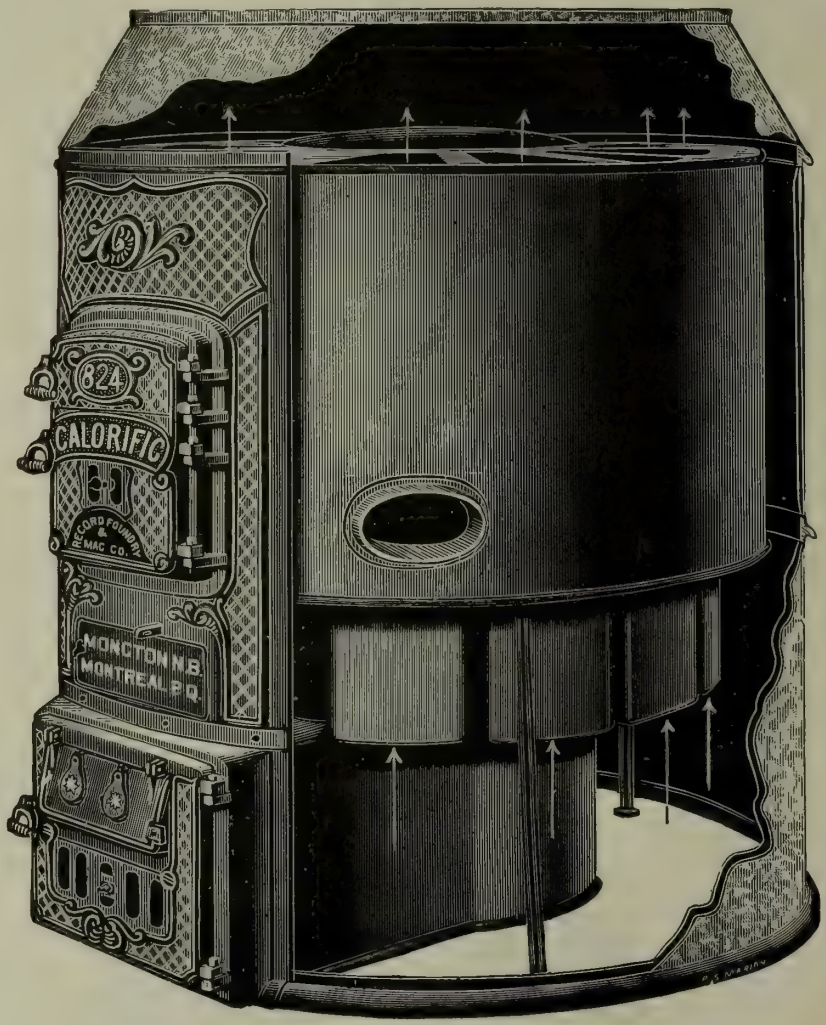
G. F. STERNE & SONS

BRANTFORD, ONT.

Backed By A Guarantee

A MONEY-BACK PROPOSITION

That's what we do with the Calorific Furnace.
Its leading features are: Positive circulation of warm air.
Cold smoke pipe, ensuring no waste of heat or fuel.
It has more radiation than any other furnace on the market and will last longer.



If this furnace does not accomplish ALL that we claim, we refund your money. What more do you want? Let us send you further particulars. Ask us for our new handbook on heating. For sale by the MacLean Publishing Co.'s Book Dept.

The Record Foundry & Machine Co.
LIMITED

Factories—Montreal and Moncton, N.B.

Sales Agencies in Moncton, Montreal, Toronto, Winnipeg, Calgary, Vancouver and St. John's, Nfld.

A Handsome Range—A Perfect Baker

MANY SPECIAL FEATURES AND IMPROVEMENTS HAVE CONTRIBUTED TO MAKE THE

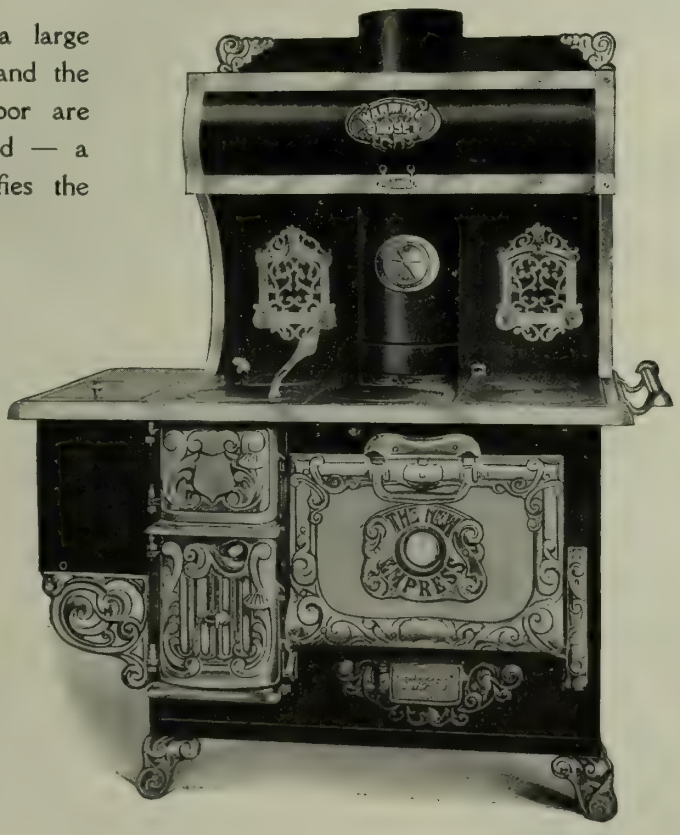
"NEW EMPRESS" STEEL RANGE

a warm household favorite throughout the Dominion. Here are a few leading features, which make the finest selling talking points you could possibly have:

The OVEN is extra large (20 in. x 20½ in.), and the back and oven door are both alumino-finished — a process which defies the action of heat.

The RESERVOIR holds 36 quarts and is readily detachable. Made of extra heavy polished copper.

Made as staunch as honest materials and skilled range building can make it.



All Dampers, etc., are readily accessible, and the "NEW EMPRESS" will be found as easy to keep clean as it is easy to handle.

The SPECIAL OVEN SLIDING RACK enables the heaviest roast to be brought out without any danger of its tipping over

Oven equipped under the "NEW EMPRESS" style of Hot Air Circulation.

MAKES BROILING A PLEASURE. The "New Empress" Hinged Front Top enables the whole length of the firebox to be used, and all smoke and odors of broiling are drawn up your chimney.

The most modern, simplified and perfected cooking device.

We can offer this range to you at a comparatively small price, because we are turning them out in such large quantities.

A splendid line to feature! Send to-day for literature and prices.

THE NATIONAL MANUFACTURING COMPANY, LTD.

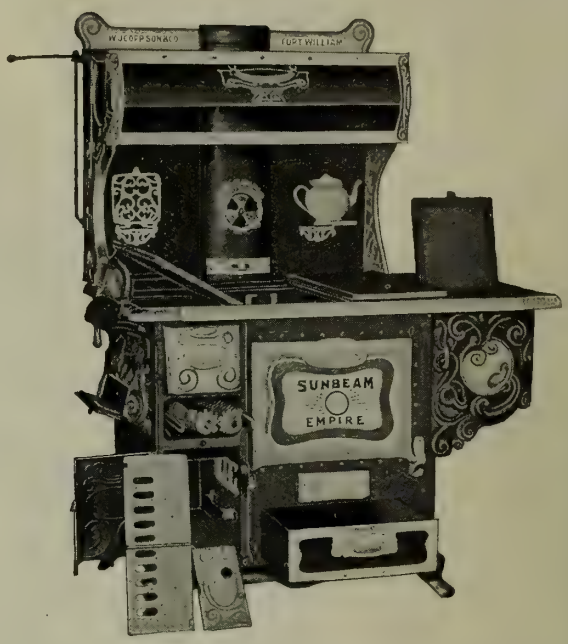
HEAD OFFICE—OTTAWA, ONT.

Brockville Barrie Edmonton Regina Moncton

SUNBEAM EMPIRE

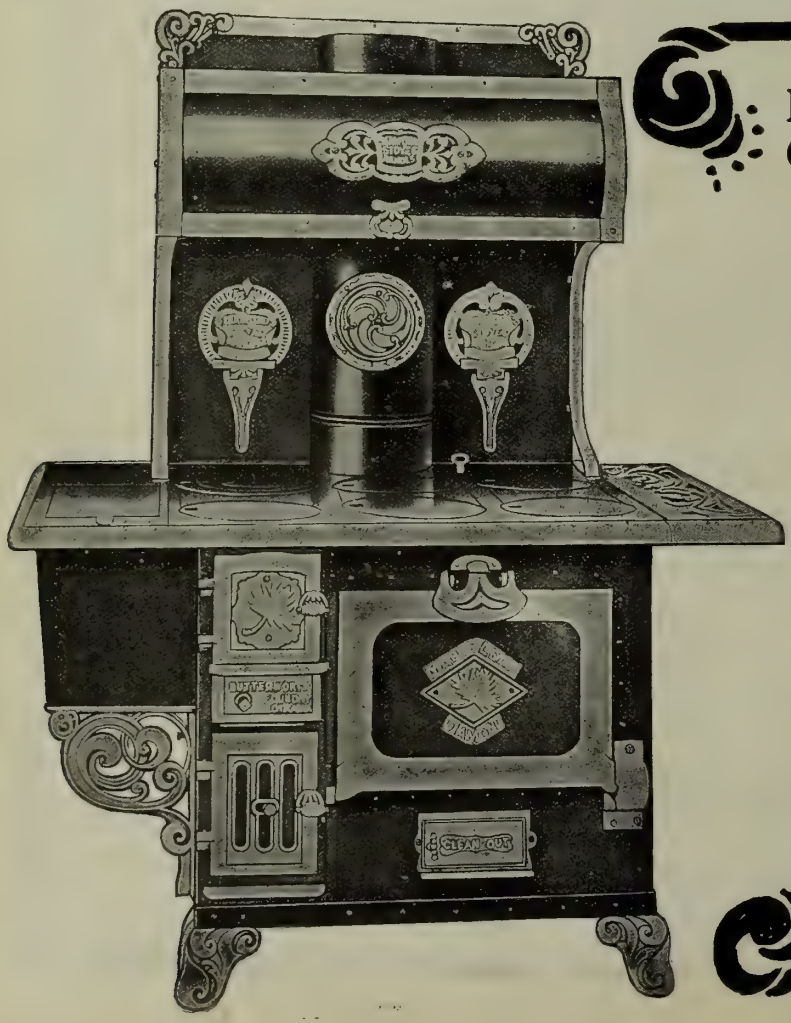
We have unique features on the Sunbeam—The Patent Low Closet, Check Damper to control fire (see behind ash pan), Oven Door balanced by weight. It has all the ordinary modern features.

WRITE US FOR FULL PARTICULARS



W. J. Copp, Son & Co.

Fort William, Winnipeg,
— Vancouver —



Distinctly Superior Construction

assures successful business to the man who is handling

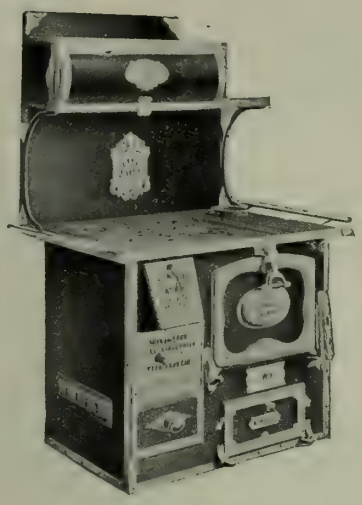
"Maple Leaf Diamond"
PLANISHED STEEL RANGES
(FOR ANY FUEL)

The body of this splendid range is made of the best planished steel of heavy gauge, interlined with asbestos and steel, making a three-ply wall --undoubtedly the most lasting construction known. Large square oven, 18 inches by 18 inches, is an excellent size and meets the requirements of modern homes. The fire travels completely around all sides of the oven; the top is lined with asbestos and covered with steel, making it the best balanced baking oven made in any range in Canada. This range is also made without reservoir and can be fitted with waterfront if required.

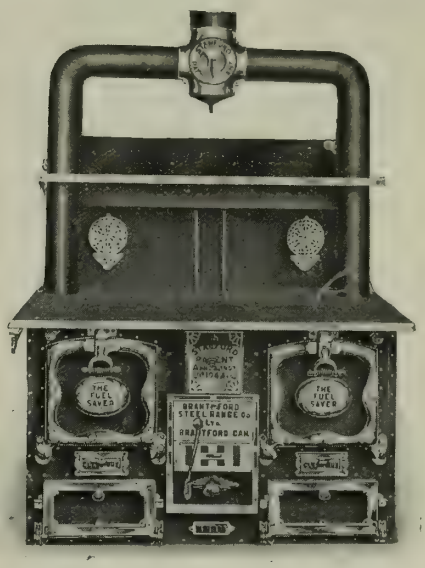
ELEVEN OTHER FEATURES
that make it the best range on the market.

Write for complete catalogue and discounts.

Butterworth Foundry
Limited
OTTAWA, CANADA



Stanford Patent Double and Single Oven Fuel Saver Steel Ranges.



FEATURES :

Patented Reservoir, heating water by lost radiation.

Patented Oven Damper for control of heat from top to bottom of oven as desired.

Patented Pipe Damper for control of heat from one oven to the other as required.

Patented Fire Box, adaptable for any kind of fuel. Cannot warp or burn out. Fitted with combustion chambers which produce more heat and effect a saving of at least half the fuel. In fact, we have more new and exclusive features of actual merit in our ranges than can be found in any other line of ranges on the market.

Our guarantee is behind each and every one sold.

Write for particulars and trade prices to the

Brantford Steel Range Co., Ltd.

Head Office and Works: Brantford, Ont. Winnipeg Branch Office: 219 Graham Street

HIGH GRADE HEATING GOODS

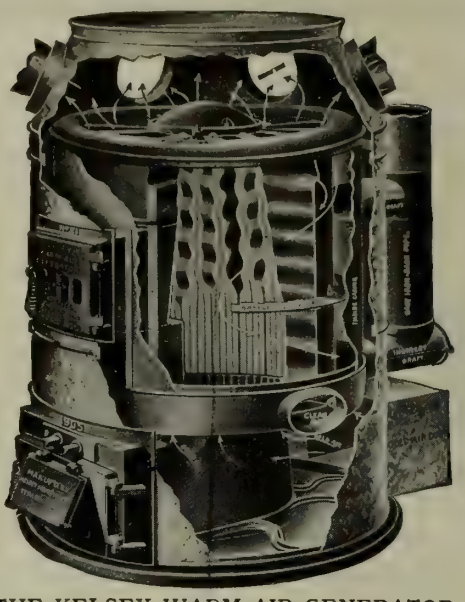
The most complete line of Warm Air Furnaces

Our leader is the

KELSEY

Warm Air Generator

with the long corrugated sections, which is made to compete with steam and hot water systems. The "Kelsey" has three times as much heating surface as any other furnace with the same size fire pot.



THE KELSEY WARM AIR GENERATOR.

Made in Canada

The "Kelsey" is in a class by itself, and has given particularly good satisfaction in the warming and ventilating of schools, churches and public buildings.

3 Sold in 1889.

37,000 Sold in 1910.

Our latest effort has resulted in

THE TROPIC

which is an excellent heater for residences and is made to compete with cheaper lines. The two-part fire pot is a distinct advantage. The dust flue relieves the ashpit of dust, etc. The grates are the popular triangular pattern. The ashpit is high and all doors are of good size.

Another favourite furnace is

THE CANADIAN AIR WARMER

which has advantages over other furnaces of similar construction. Among others the perpendicular fire pot is a strong point in its favour.

Any kind of fuel can be used with this furnace and good results obtained.



THE TROPIC.

WRITE FOR BOOKLETS DESCRIBING OUR LINE OF FURNACES, AND IF THERE IS NO KELSEY AGENT IN YOUR TOWN ASK US FOR OUR EXCLUSIVE KELSEY PROPOSITION.

THE

JAMES SMART MFG. CO., Ltd.

HEAD OFFICE AND WORKS:

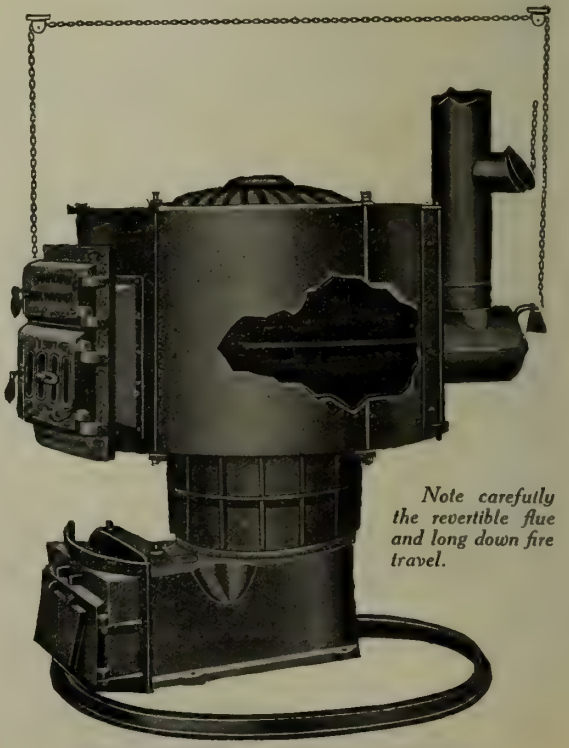
BROCKVILLE

ONT.

WESTERN BRANCH:

WINNIPEG

MAN.



Note carefully the revertible flue and long down fire travel.

THE CANADIAN AIR WARMER.

DAVIDSON'S
"PREMIER MARATHON" STEEL RANGE
IS WORTHY OF SPECIAL ATTENTION

Strongly built of best quality Rolled Steel Plate. A good worker, practically perfect

New Design—Every feature in construction has been thoroughly considered to make it handsome in appearance, durable, simple and perfect in operation.

18-gauge Polished Wellsvil e Steel is used for the body, which is much heavier gauge than used on any other Range on the market. This is further heavily insulated by thick sheets of asbestos to prevent the heat from radiating through the range.

The Fire Box is excellently well proportioned and is most economical on fuel. The linings are heavy, well ventilated and include our new style fire back, which is practically indestructible. We have paid special attention to adopting this fire box for wood. It will take a 28-in. stick and is very roomy, with fire door built accordingly.

Every Premier Marathon is fitted with our new duplex draft, which gives perfect combustion at both ends of fire box. This is a very important feature, as it entirely does away with the old difficulty of keeping the fire bright and even at both ends.



The Oven—(A most important feature with lady customers) is very roomy. Made of heavy steel with extra strong stiffening braces on bottom to prevent buckling and warping.

The Back Smoke Flue is al[l] cast iron, thus entirely doing away with the "rusting out" trouble so common with steel flues.

Extra Heavy T[o]p—The top (inclusive of covers and centres) is made exceptionally heavy. One reducing ring and simmering cover is furnished free with each range.

The Base is thoroughly ventilated to prevent heat being confined under the Range

The Nickel Trimmings are made as plain and smooth as possible—this enables them to be easily cleaned —and there is just sufficient scroll work ornamentation to give a handsome appearance.

PREMIER MARATHON

WITH RESERV IR AND HIGH CLOSET (DROP DOORS)

FITTED FOR COAL OR WOOD.—CAN BE SUPPLIED ON FEET OR BASE IN FOUR SIZES AND SEVERAL STYLES

No.	Size of Oven	Pot Holes	Length of Wood	Crated Wt.
86-18	18x18x14 in.	6-8 in.	28 in.	615 lbs.
96-18	18x18x14 "	6-9 "	28 "	615 "
86-20	20x20x14 "	6-8 "	28 "	635 "
96-20	20x20x1[4] "	6-9 "	28 "	635 "

Write for illustrated booklet with prices and full particulars

MADE BY

The Thos. Davidson Mfg. Co., Limited

MONTREAL and WINNIPEG

Banner Stoves and Ranges



THE ART BANNER

The design and equipment of this range are the height of stove perfection. It is an entirely new range of the loose hearth pattern.

It is the nattiest, neatest and cheapest range, when quality is considered, ever offered to the trade.

SPECIAL FEATURES:

Flues. Of a depth that insures quick operation.

Oven. Large, square and well ventilated.

Fire Box. Large in size and well proportioned.

Grates. Duplex, for coal, of our latest improved design.

Wood Fixtures. This range is provided with a heavy durable basket wood grate which is unequalled for wood burning requirements, and will take 24-inch wood.

Nickel Bands. Are all removable and of our most approved form.

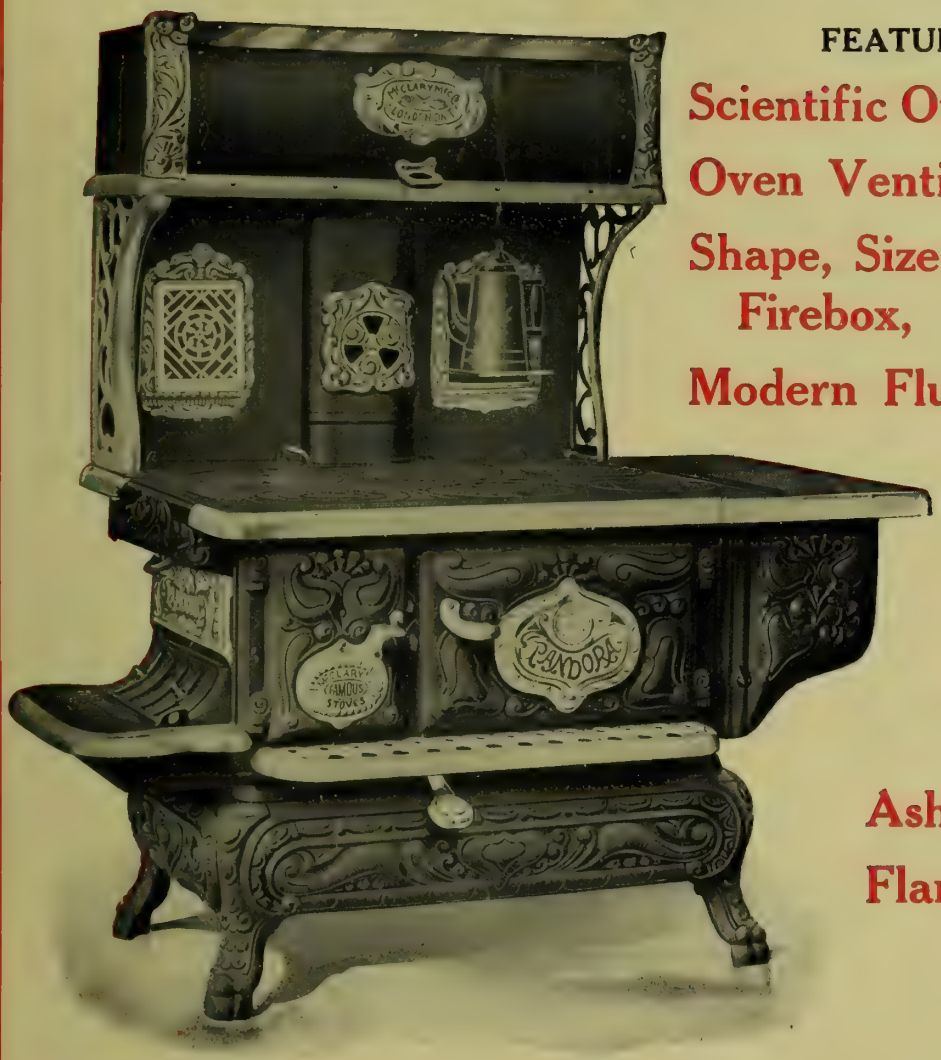
Write for full information about this range, because we have the best proposition to offer in the stove line.

The Down Draft Furnace Co., Limited

GALT, :: :: :: :: ONTARIO, CANADA

The Pandora Range

the universal favorite in the kitchen



FEATURES SUCH AS:

Scientific Oven Construction,

Oven Ventilation,

Shape, Size and Strength of Firebox,

Modern Flue Principle,

Convenient Broiler Door,

Emery Rod,

Enamelled Reservoir,

Ash Pan,

Flanges,

MAKE IT THE FAVORITE.

'Tis these features that are the making of a range, their utility, orginality, all enhance the value of the finished article—that is why the "Pandora" is in a class by itself.

Consequently the public call for the "Pandora."

CAN YOU SATISFY THIS CALL?

McClary's

London **Toronto** **Montreal** **Winnipeg**
Vancouver **St. John, N.B.** **Hamilton** **Saskatoon** **Calgary**

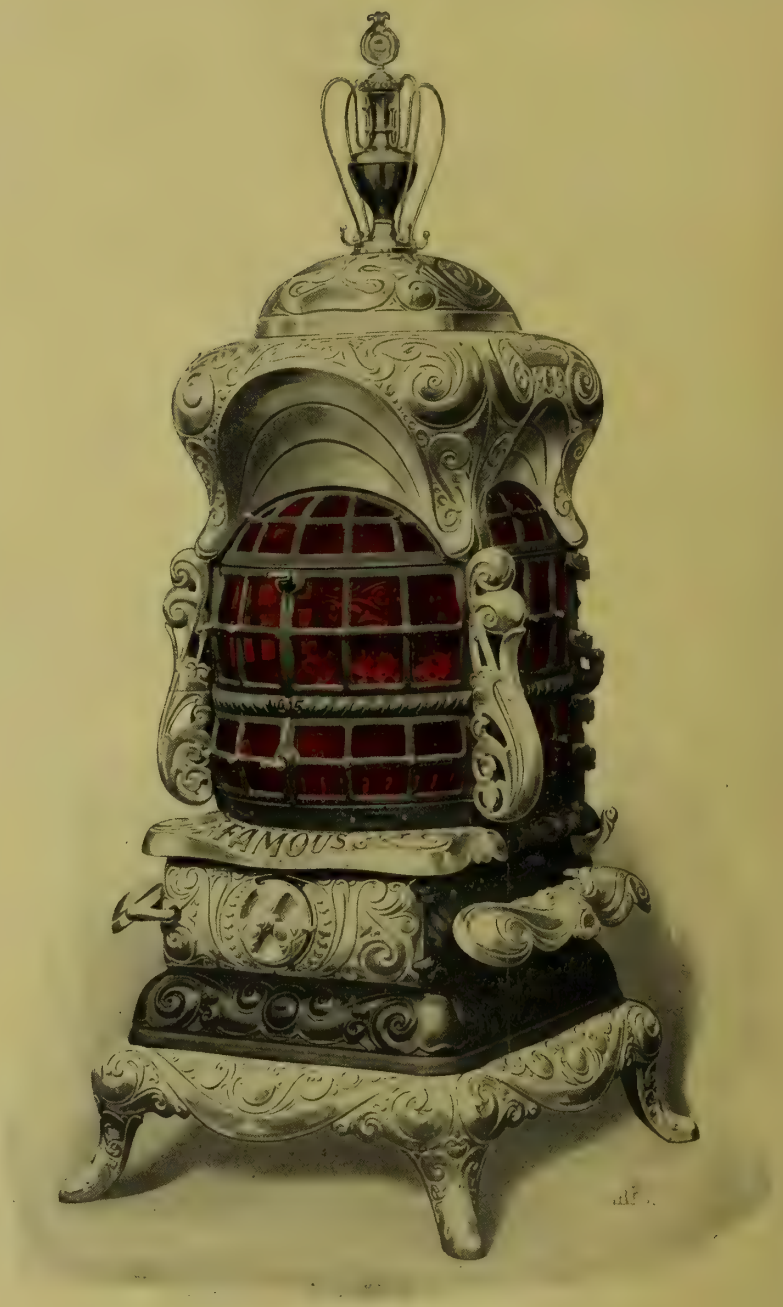
Famous Base Burner

The Base Burner season is close at hand and you are doubtless preparing for it.

The "400 series" three-flue base burner which met with such success last year will again be the leader this year.

The three-flue Famous radiates six times the heat of the ordinary base burner, this is due to the three exposed flues which give so much more radiative surface.

We have a little book all about this heater for you.



McClary's

London Toronto Vancouver St. John, N.B.
Montreal Winnipeg Hamilton Calgary Saskatoon

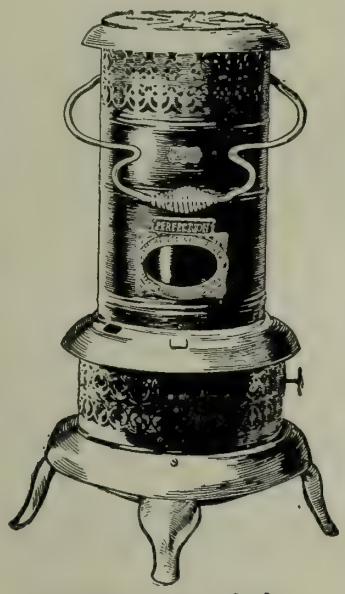
The Most Extensively Advertised Oil Consuming Devices on the Market

They are the best that inventive ingenuity and manufacturing skill can produce. No time or expense has been spared in embodying in them every possible improvement.

THEY ATTRACT TRADE **THEY SELL THEMSELVES**



The Rayo Lamp is a well-constructed, handsome, center-draft lamp of unusual light-producing power. Made of brass and beautifully nickeled. An ornament anywhere.



The Perfection Smokeless Oil Heater is acknowledged to be the only oil heater that really is perfection. It is an easy seller. Does all that is claimed for it and always satisfies the purchaser.

Perfection Smokeless Oil Heater



TheNew Perfection Wick Blue Flame Oil Cook Stove is the best device for cooking that is made. Smokeless, odorless, convenient, attractive.

You do not have to hammer at your customers in order to induce them to buy. Our long and extensive advertising campaign has caused the New Perfection Wick Blue Flame Oil Cook Stove, the Perfection Oil Heater and the Rayo Lamp to be recognized as standard fixtures of the well-appointed home.

New Perfection
WICK BLUE FLAME
Oil Cook-stove

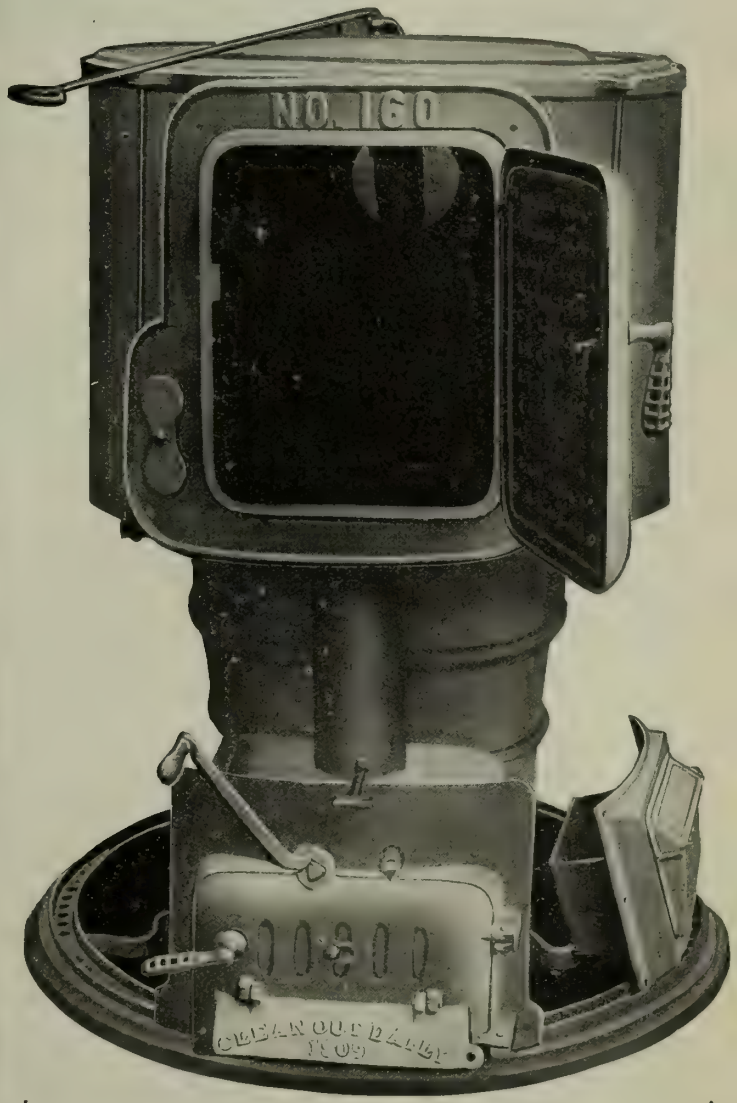
If your jobber does not handle these goods, write for descriptive circulars and prices to

The
Queen City Oil Company, Ltd.
TORONTO

The Empire King No. 160

Has all the latest improvements found on our more expensive Furnace, at a lower price

Has Large Feed Door, Sectional Fire Pot, Large Radiator, Triangular Crate Bars (each pair operated separately), Suitable for 4, 5 and 6 Roomed Houses.



Without Casing

Direct Draft Damper, Dust Damper, Large Water Pan. Every one guaranteed. Prices moderate.

Write us direct or any of our Agencies

The Christie Bros. Co., Ltd., 802 College St., Toronto
The Christie Bros. Co., Ltd., Cor. Park and Henry Sts., Winnipeg
M. C. Drew & Son, Vancouver, B.C.

Write for prices to-day

MADE BY
The Canadian Heating and Ventilating Co., Limited
OWEN SOUND, : ONTARIO



Canadian Imperial Register

Designed for the Canadian Trade

We have just put on the market a new Baseboard Register called the

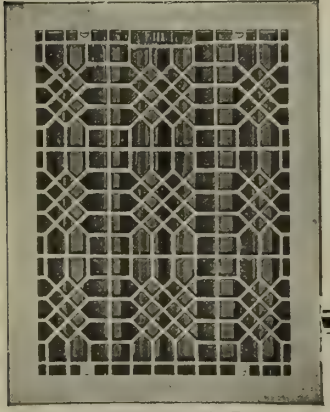
Canadian Imperial

designed to meet just the demands of the Canadian Trade. The very large Air Opening, Ornamental Design and Small Flanges on either side that cover the cutting of the Baseboard and the lugs attached to this flange for securing the register to the Baseboard are all points of merit. Carried in stock in the Standard Sizes.

It pays to handle Quality Goods.

"T and B" REGISTERS, VENTILATORS and GRILLES are very widely known because of their artistic design, excellence of finish, and quality of materials, and their price is no greater than other makes. Leading architects specify "T. and B." goods.

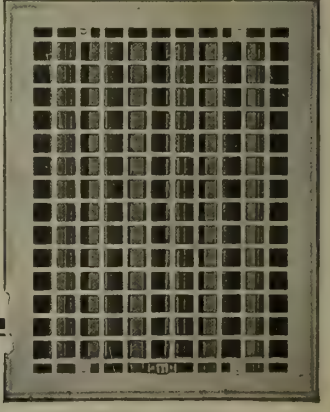
Send for Illustrated Catalogue



Semi-Steel Ind. Lat.

THE TUTTLE & BAILEY
Manufacturing Co. of Canada
LIMITED

BRIDGEBURG, ONTARIO



Wrought Steel

Disston Saws, Tools and Files



In factory or shop save time and labor on the part of employees.

A minimum amount of effort is required to keep them in a condition of thorough efficiency.

Superior material and perfect workmanship in all Disston products yield uninterrupted service to the user.

Their durability makes them ultimately the least expensive implements you can buy.

If you are unable to obtain the Disston Brand, write us and we will see that you are properly supplied.

HENRY DISSTON & SONS

Incorporated

Keystone Saw, Tool, Steel and File Works, - - PHILADELPHIA, PA., U.S.A.

Canadian Works: Frazer Avenue, Toronto, Canada.

GAS and ELECTRIC FIXTURES

"OUR LINES"

All of Dependable Quality in Material and Utility.

PLUMBERS' and ENGINEERS' SUPPLIES

Are you interested in any of them?

THE

JAMES MORRISON BRASS MFG. CO.

LIMITED

93-97 Adelaide Street West, TORONTO

LOCOMOTIVE and MARINE BRASS WORK

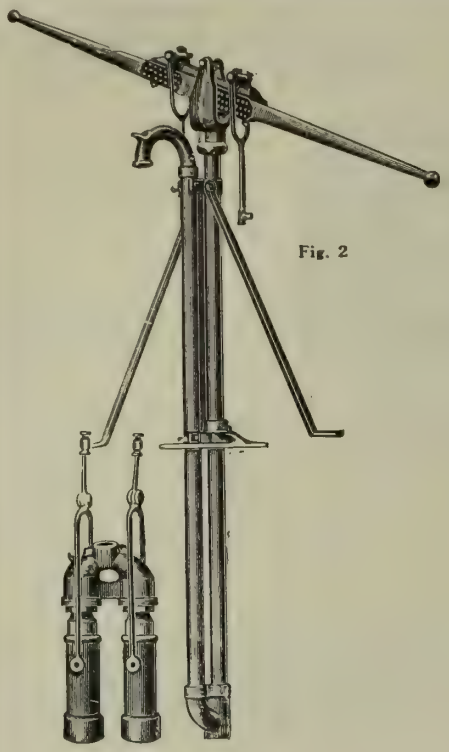


Fig. 2

The "Aylmer" Double Cylinder Double Acting Hand Force Pump

(Fig. 2)

Has no leather suckers, and requires no packing or packed joint of any kind. For shallow or deep wells, maple handled, adjustable rods, easy working, always primed, never freezes.

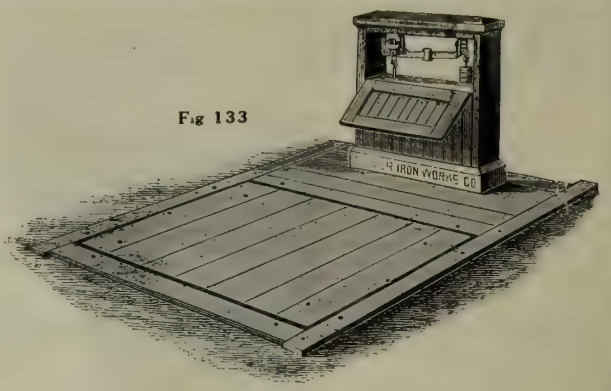


Fig 133

Wagon and Stock Scales

(Fig. 133)

Brass Sliding Scale and single, double or triple beam, with all the latest improvements.

A Few of Our Leaders

The Aylmer Pump and Scale Co., Ltd.

AYLMER, ONT.



Fig. 36

The "Aylmer" Superior Lever Force Pump

(Fig. 36)

For hand use only. Has 8 and 10 inch stroke. Adjustable base.

The "Aylmer" Branch Pipe Double Acting Force Pump

(Fig. 200)

Fitted for Windmill or Hand use.



Fig. 200

The "Aylmer" Three-Wheeled Wagon and Stock Scale

(Fig. 148)

Capacity 2,000 lbs. only. Size of platform 24 x 36. Weight 275.



Fig. 148

Portable Platform Scale

(Fig. 139)

A good reliable scale that will prove a money-maker on every farm.

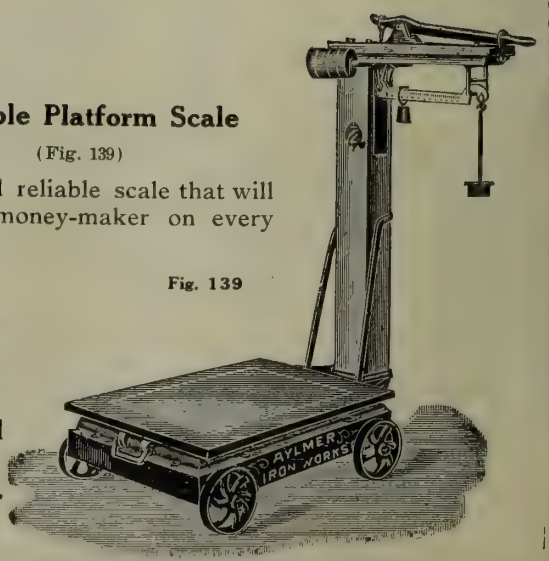


Fig. 139

Western Representatives:

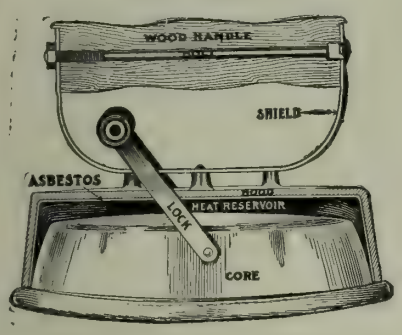
Ontario Wind Engine and Pump Co.,

Winnipeg, Man. and Calgary, Alta.

The Irons for Hot Weather

ASBESTOS SAD IRONS

Handle protected from heat by hood and dead-air space. Longer heat retention permits work to be done farther away from the stove.



This cut of an **Asbestos Sad Iron** cut in two shows the "Asbestos Principle," which keeps the handle comfortable while none of the heat can escape anywhere except at the ironing surface.

Make a Hot Weather Window Display of

ASBESTOS SAD IRONS

Special window signs and show cards supplied for mid-summer displays.

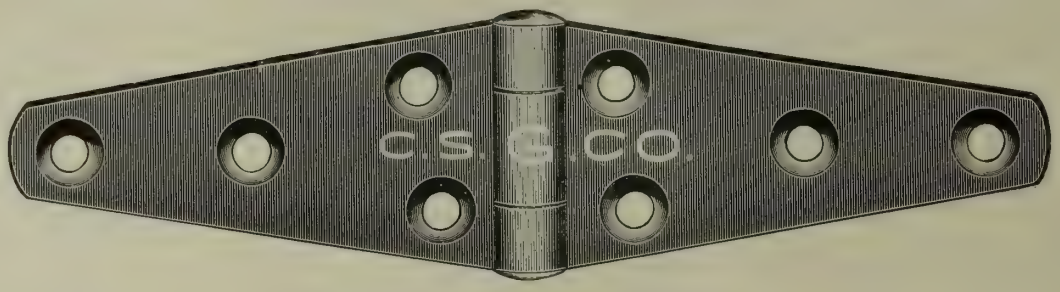
Let our Dealers' Aid Department help you make your advertising effective.

The Dover Manufacturing Co.

CANAL DOVER - - - OHIO, U.S.A.

"SOME CLASS"

TO HINGES LIKE THESE



A Hinge of Superior Finish and Workmanship
that positively will not bind at the joint.

Sold by all Leading Wholesale Hardware Houses.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

ASK FOR

DOMINION

GALVANIZED SHEETS



H R S & Cº

Tin and Canada Plates, Black Sheets, Hoop Iron, Bars and Terne Plates



Manufacturers of this well-known Table and Pocket Cutlery, Scissors, Razors, Etc.
Cabinets of Cutlery and Pearl Goods arranged in the newest designs.
Cutlery Case Goods and Flatware carried in stock in Montreal.

HENRY ROGERS, SONS & CO., LIMITED

Established over 100 Years ***SHEFFIELD and SOUTH WALES***

Office for Canada: 6 St. Sacrament Street, Montreal

A Pull Turns On the Light



better than electricity or city gas, cheaper than coal oil or candles. Steady, white, brilliant ; ¼c. per hour for 500 candle power.

Lighted or extinguished by pull of chain and regulated to any desired candle power in the same way.

Absolutely Safe

Permitted by all insurance companies. MORE LIGHT MEANS MORE BUSINESS. Delivered ready for any one to install.

Write now for circular and special price to merchant direct.

For stores, homes, churches, hotels, etc.

First-class Agents Wanted.

MACLAREN & CO.

Gasoline Lighting Systems — Merrickville, Ont.

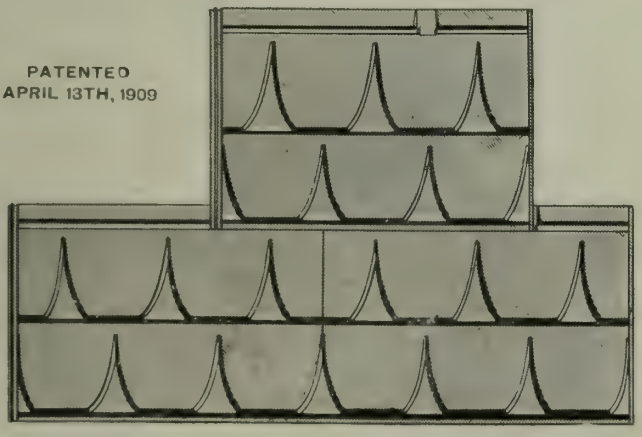
BOOM the Metal Ceiling, Siding and Roofing Trade.

You can do it by approaching prospective builders with enthusiasm in your heart—and our brand new catalog in your hand. Show them the Crown Patent Steel Shingle, the ideal Roofing, because of its superior lock, is fire-proof, weather-proof—almost wear-proof. And for interior walls and ceilings show them our handsome designs—a design to suit every taste.

You can boom business if you only will.

THE MOST PERFECT STEEL SHINGLE IN THE WORLD

PATENTED
APRIL 13TH, 1909



THE "CROWN" PATENT LOCK ALL ROUND STEEL SHINGLE

WRITE FOR OUR CATALOG.

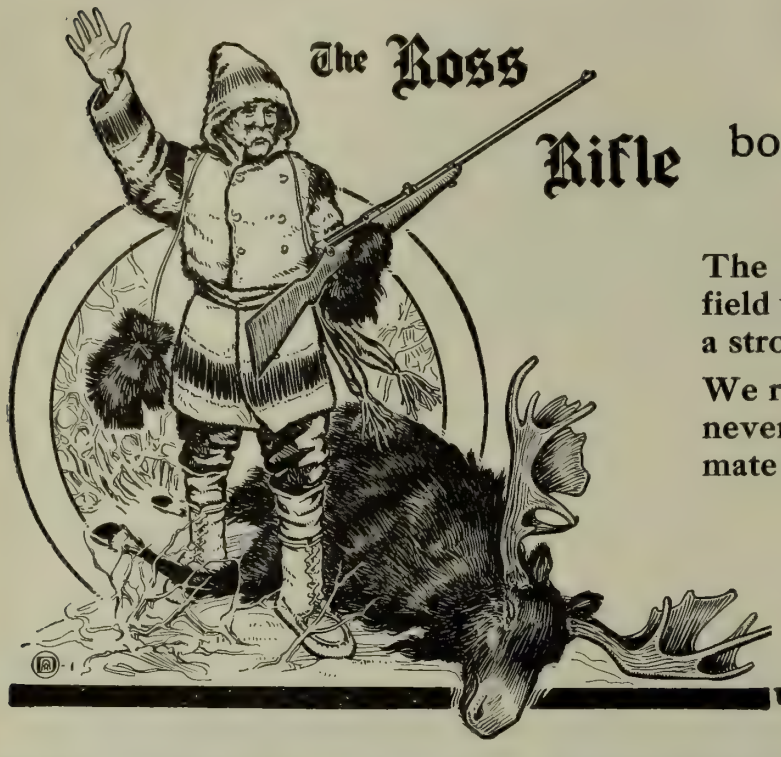


Isn't this a handsome design? And it's only one of many more equally handsome.

McFARLANE & DOUGLAS, LIMITED, OTTAWA, Canada

YOU NEGLECT YOUR PROFIT

If you have not an assortment of



The Ross Rifle both Sporting and Military Models

The good work on the ranges and in the field which Ross Rifles have done has created a strong and growing demand for them.

We refer inquiries to the nearest dealer and never quote trade discounts except to legitimate dealers.

Write for Catalogue and Discounts

ROSS RIFLE CO.

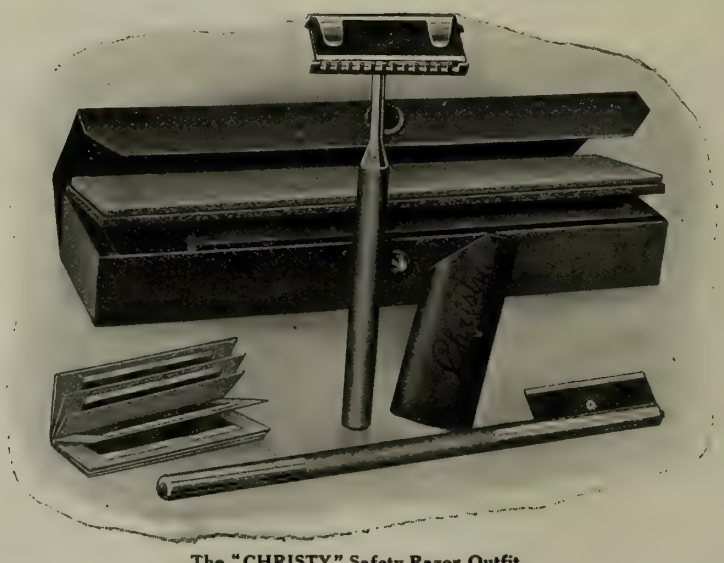
QUEBEC, P.Q.

IT PAYS TO SELL THE "CHRISTY"

As it is British Made Throughout

Shows a **Good Profit** For the **Hardwaremen**

Write for Terms to the Sole Manufacturers



The "CHRISTY" Safety Razor Outfit.

Complete WITH **Six Sheffield Steel Blades, Strop-Holder, and Strop.**

RETAIL PRICE: **$1.50**

The Christy Safety Razor Co., Ltd., 147, Queen Victoria Street, LONDON, ENGLAND.

Have you made the test?

Have you ever used Genasco Ready Roofing on buildings of your own? You'll sell more if you use it yourself. You'll become so enthusiastic that you'll be able to talk Genasco "straight from the shoulder," and your talk will carry conviction that will land your customer.

You know from actual experience that Genasco, made of real Trinidad Lake asphalt, is an absolute weather-resister that gives perfect protection year in and year out.

Genasco
Ready Roofing

has won favor because of its long service and economy. Its large sales all over the country tell the story.

There's a great chance for you to build a larger and more profitable business in Genasco if you see your opportunity.

Write for full information and samples.

GENASCO · THE STANDARD OF EXCELLENCE · TRADE MARK

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and largest manufacturers of ready roofing in the world

PHILADELPHIA

New York San Francisco Chicago

Mineral or Smooth-surface Genasco Roofings

Cross-section, Genasco Smooth-surface Roofing

Trinidad Lake Asphalt
Asphalt-saturated Wool Felt
Trinidad Lake Asphalt

Roofers' Supply Co., Ltd., Bay and Lake Streets, Toronto, Ont. D. H. Howden & Co., Limited, 200 York Street, London, Ont. J. L. Lachance, Ltd., Quebec

The KANT-LEAK KLEET makes water-tight roof-seams without cement—supplied in rolls of Genasco when specified.

It is to Your Advantage to Carry a Stock of

Machine Screws



Ours is the largest and most complete in Canada and you get prompt delivery by ordering to-day from your jobber. We have had the trade for a third of a century and you can't afford to be without the recognized **Standard** goods. Special sizes made up promptly. All dealers "who know" specify our goods.

We also make: Wire—Bright, Coppered and Tinned, Wood Screws, Stove and Tire Bolts, Rivets in Iron, Copper and Brass, Fence Staples, Wire Nails, Tacks, Bright Wire Goods, etc.

TRADE MARK

Canada Screw Co., Limited

TORONTO HAMILTON MONTREAL

CORBIN
PADLOCK ASSORTMENT

No. 400



FRONT VIEW

Size of cabinet, 17 inches high, 14 inches wide. 12 inches deep. To stand on show case or counter.

Assortment consists of 7 2/3 dozen padlocks in twenty styles to sell at retail for 10, 15, 25 and 50 cents each.

Weight per assortment boxed and crated, 40 lbs.

WRITE FOR PRICES



REAR VIEW

Miscellaneous Hardware—Keys and Key Blanks. Cabinet, Trunk, Suitcase Locks and Trimmings.

CORBIN CABINET LOCK CO.

NEW BRITAIN, CONN., U. S. A.

NEW YORK CHICAGO PHILADELPHIA

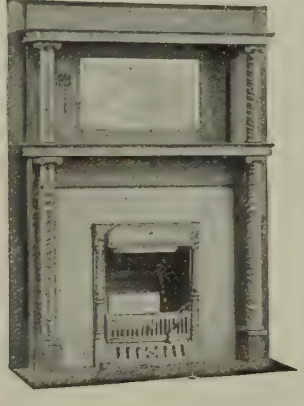
Mantels, Grates, Fire Place Furnishings, Floor and Wall Tiles

Our Motto: "Quality"

Gas, Electric and Combination Lighting Fixtures

Wise hardware dealers keep our Catalog handy, because it enables them to handle satisfactorily every inquiry they receive for Mantels, Grates, Tiles and Lighting Fixtures.

Closest Prices—Prompt Shipment—Guaranteed Work



We slab all our Tile Facings, making it an easy matter for you or your men to instal them. Get our prices on slabbed Tile Facings.

Send us measurements for any Tile Floors or Tile Bathrooms your customers may require. We will promptly tender prices and will send expert workmen to instal the work if our tender is accepted.

Our stock is complete in every way and we guarantee prompt shipment of all orders.



The Barton-Netting Co., Limited,

38 Ouellette Avenue, WINDSOR, Ontario.



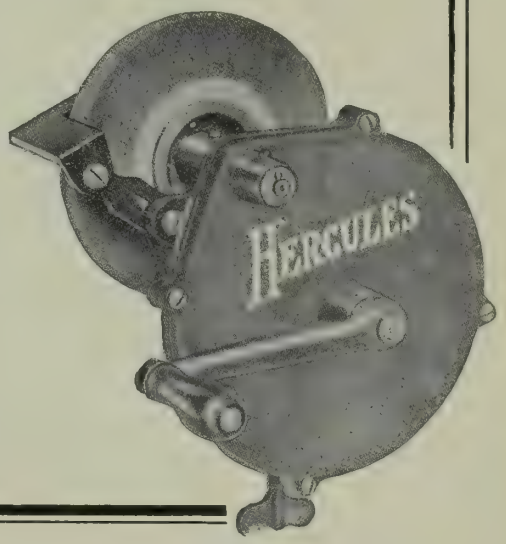
Long Life - Good Service - Full Value

Quit carrying cheap Chain Grinders, the kind in which the chains break and jump the gear, sometimes even when you are showing them to a customer.

The wide-awake buyer will gladly pay a little more for a

HERCULES GRINDER

A first-class tool with our special enclosed gear.



Made strictly by mechanics for the most particular and discriminating mechanic. Has cut spur gears, and belt power speed, and is brass bushed and every part protected. Noiseless and lightest running machine made. Write for catalog.

Originators and designers of the Enclosed Gear Type of Tool Grinders.

Milwaukee Grinder & Specialties Co.
MILWAUKEE, WIS.

IT PAYS TO USE
Brooms of Quality

WE make them—do YOU use them and SELL them to YOUR CUSTOMERS?

If not, may we have the pleasure of sending to your address a **Sample Order ? ? ?**

Walter Woods & Company
HAMILTON - and - WINNIPEG

ONE OF THE MANY SUPERIOR FEATURES OF

LUFKIN

MEASURING TAPES

IS

Instantaneous READINGS



PATENTED MARCH 9th, 1909

Look at the illustration.—See those feet marks at every inch of the tape. That is the system—The complete reading at any portion of the tape quickly and clearly seen. All of the annoyances of old style tapes entirely removed. Time saved and accuracy insured.

Coupled with the old time superiority of LUFKIN tapes, the combination is perfection itself.

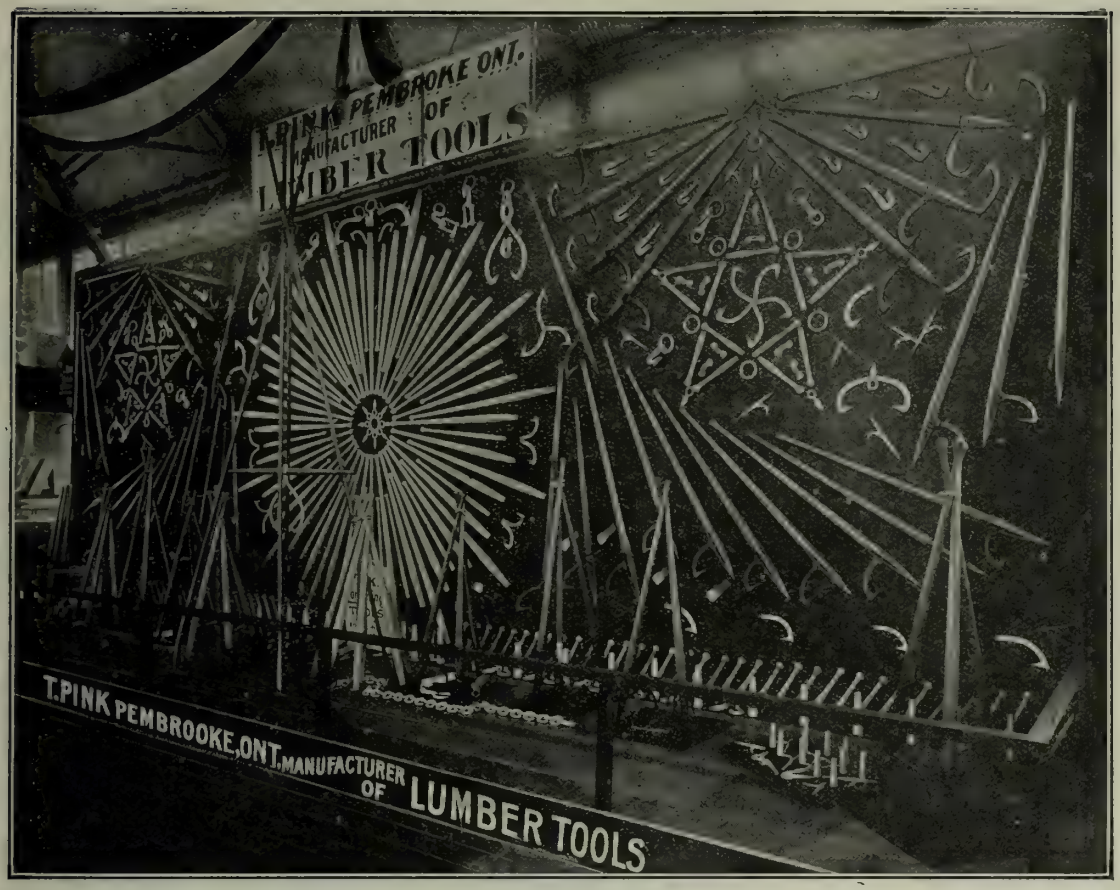
MADE IN CANADA

Sold by all Jobbers

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Canadian Home of LUFKIN



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

You Can Drill for Less Money

with the



"Hercules" High Speed Twist Drill

Than any other, because it is TWISTED while hot from the latest improved VANADIUM HIGH SPEED STEEL, giving it great strength and toughness.

TRADE W B MARK

It will take an exceedingly HEAVY FEED without danger of breakage and will give more service for the money than any other High Speed Twist Drill.

TRADE W B MARK

Fitted with Taper Shanks, usually one size larger than regular, therefore no special chucks or sockets are required.

We Carry the Largest and Most Complete Line of Twist Drills in Canada and Make Instant Shipment.

The Whitman & Barnes Mfg. Co.

ST. CATHARINES, ONTARIO

Still's Axe Handles

This name, **STILL**, will be your guarantee that you are handling the finest quality goods on the market.



Try selling nothing but "quality" goods—

STILL'S AXE HANDLES

and see how it pays you!

Write for Prices.

J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS - ONTARIO

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED







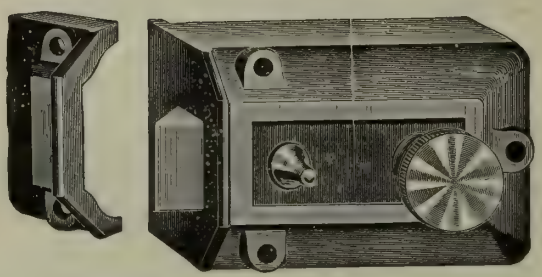
THE KERR ENGINE CO. LIMITED
VALVE AND HYDRANT MANUFACTURERS
WALKERVILLE, ONT.

Don't Experiment

but place your orders for rim and mortise locks and inside front and store door sets with a reliable firm.

Ask your jobber for the Peterborough Lock Co's lines — they will meet all your wants.

The Peterborough Lock Manufacturing Company, Ltd.
Peterborough, Ontario



Cylinder Night Latch, No. 103



Don't let your stock get too low—unsatisfied inquiries mean lost customers.
Our specialty is a high-grade line of

WIRE NAILS

WIRE BALE-TIES. WIRE BARREL HOOPS.
BRIGHT AND ANNEALED WIRE OF ALL KINDS.
Ask your jobber for the Laidlaw line.

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO
Vancouver—George W. Laidlaw Winnipeg—Harry F. Moulden

TRADE PENBERTHY MARK.

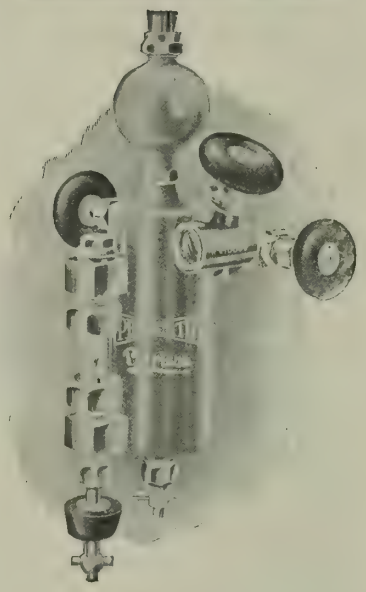
DO YOU SELL

Sight Feed Lubricators?

Peerless

This lubricator is specially designed for stationary and the better grade of engines. Has some excellent features not found in other makes, for instance the gauge glass is located at the top of the cup. This enables the Engineer to tell the amount of oil in the cup up to the last drop. The filler chamber contains a patent vent which allows the air to escape quickly, as the cup is being filled. This lubricator will feed heavy oils and work in cold weather.

Every hardware merchant who handles a high-grade lubricator should sell the PEERLESS.



Made in both double and single connection.

K-I-N-G

The King lubricator has been made for Portable and Traction Engines, Hoisting Engines, Steam Pumps, etc., or where a less expensive cup is required than the Peerless described above. You will note that the sight feed glass is located at the top of the cup, where the oil feed can be easily seen. The valves and filler plug are attached to the body of the cup and cannot become lost. This is a very simple, reliable and positive working lubricator and will be found a quick seller among threshermen.



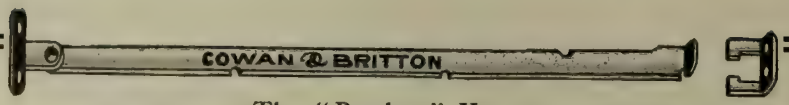
Made in both single and double connection.

Manufactured by

Penberthy Injector Company, Limited

WINDSOR, ONTARIO

Write for descriptive circulars of the above lubricators.



The "Peerless" Hanger

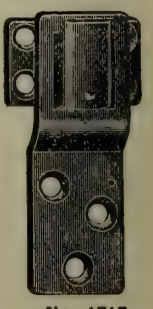
Looking Ahead!

The winter will be upon us before we realize it, and you can best ensure your customers' comfort by selling them

SCHROEDER'S

PATENT

"Peerless" Hangers and Fasteners



No. 1717
'Peerless" Hanger



Showing the convenience of the "Peerless"

Any person can hang a "Peerless" Storm Sash or Screen without the use of ladder, nails, screws or tools. When Storm Sash or Screen is hung with "Peerless" Hangers they stay where they have been placed and cannot rattle or be blown off. The "Peerless" fastener holds the sash rigidly when required for ventilating and cleaning and cannot accidentally be displaced.

Ask your jobber for "PEERLESS" Hangers and Fasteners; if he cannot supply you, write us direct.

When selling

Butt Hinges

and

Builders' Hardware

You do not need to antagonize your customer by offering him inferior goods. Our goods are the best quality you can buy, and our large output enables us to produce at a most reasonable price. See to your stocks. Cowan & Britton's goods cost no more than inferior articles.

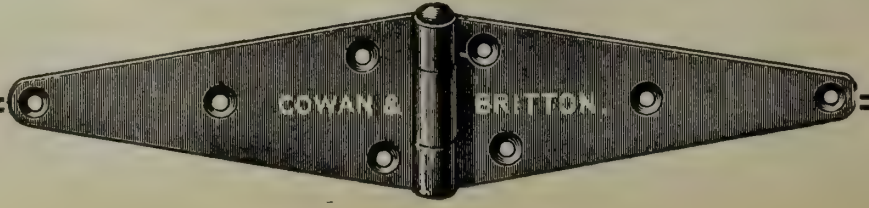


"Peer ess" Hanger Applied

COWAN & BRITTON

Gananoque, Ont.

Canada's Oldest and Largest Manufacturers of Hinges and Builders' Hardware




NATIONAL
CASH
REGISTER
PROTECTOR OF PROFITS
THE "SILENT" PARTNER

Are You Really Satisfied with Your Scissors, Shears and Cutlery Trade?



Have you the trade of the Dressmakers, Tailors and people who continually use good shears? Whenever one of your customers wants good scissors or shears, have you a pair to recommend which you know will not come back, but which will give absolute satisfaction? If you have not

You Should Secure the Wiss Line

just as quickly as you possibly can. Wiss Shears will make friends of your customers. Wiss Shears will advertise themselves.

You Will See Your Cutlery Business and Profits Grow

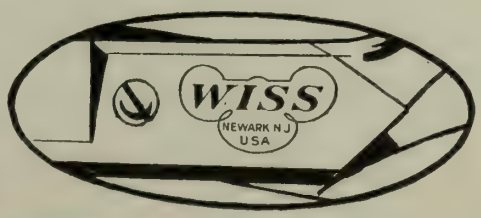
not only on account of the extensive advertising we are doing, but because every pair of

Wiss Scissors and Shears

that you sell will be an advertisement for your house. That is the line you should handle. If you haven't it, drop us a postal and our salesman will call on you, show you our samples and tell you of our helps. Do it now.

J. WISS & SONS CO.
NEWARK, N.J., U.S.A.

Established 1848. Makers of High-Grade Scissors, Shears, Tinner Snips, Pruning Shears, Cutlery.



HARDWARE DEALERS

When you get our agency we protect you. You can get your own price when you sell the Connor Washers.

Our Two Leaders

10 OTHERS

Write for our Illustrated Catalogue.



High Speed

All Cog Gearing Covered, Fly Wheel Under the Tub, Foot Power and Adjustable Hand Lever are the Special Features. None other just like it, none other as good.



Winner Rotary No. 3

Roller Bearings, easy running, made of Louisiana Red Cypress, nicely finished.

J. H. CONNOR & SON

Washing Machine and Clothes Wringer Manufacturers

OTTAWA, - - - - - ONTARIO

Merrick, Anderson & Co., Winnipeg, Western Agents.

A Business Bringing Line



Hand and Automatic Washers

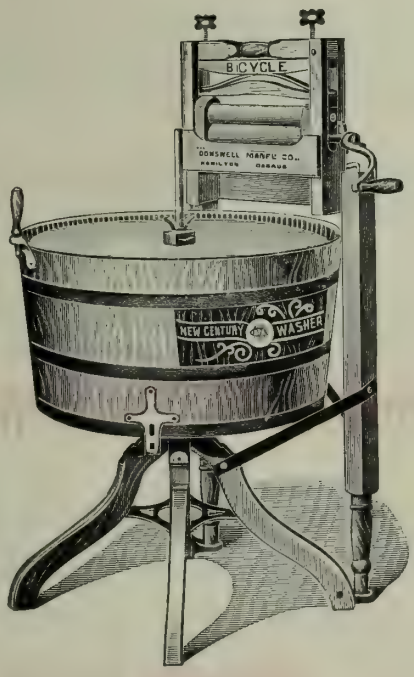
ARROW BRAND Wringers

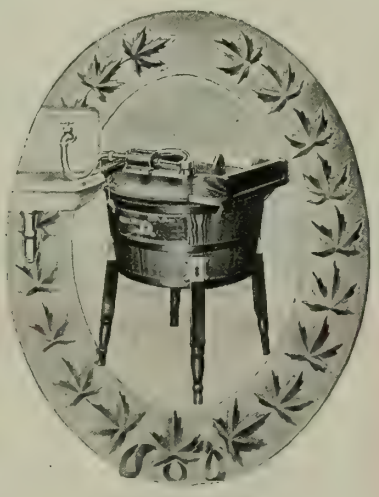
Monitor Lawn Dryers





NOISELESS





IDEAL

The Machines that Good Housekeepers Prefer



C - D products *Always Superior* and always have *Exclusive Features.*

W. L. Haldimand & Son, Montreal
EASTERN AGENTS

Harry F. Moulden, Winnipeg
WESTERN AGENT

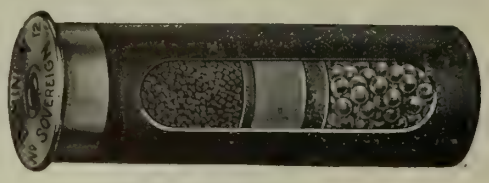
CUMMER-DOWSWELL
LIMITED
Makers HAMILTON, ONT.



Dominion Shells shoot hard and kill.

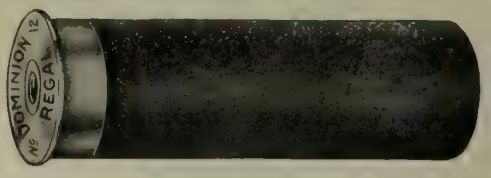
Dominion Shells won at the Canadian-Indian Tournament.

High Amateur Average won with



Sovereign-Empire.

Second High Professional Average won with

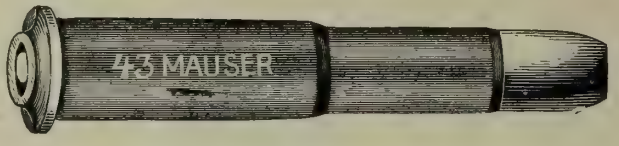


Regal-Ballistite.

Watch the scores made with Dominion Shells.

The Jobber has a complete line of "DOMINION AMMUNITION" in stock because of the large demand.

The Wholesaler can get his "DOMINION" goods from the Factory in a week, and his stock is always fresh.



DOMINION CARTRIDGE CO., Ltd.

Ammunition Manufacturers Montreal, Canada

"DOMINION AMMUNITION" is made in all salable calibers from BB caps to the largest sporting sizes

"DOMINION AMMUNITION" is equally reliable in all standard makes of Rifles, Pistols and Revolvers.

Dominion Shells shoot hard and kill.

Dominion Shells shoot hard and kill.

Dominion Shells shoot hard and kill.

REASONS WHY !

There are many reasons why ***LEADING STOVE MANUFACTURERS*** are using our ***Special Flat Bright Cold Rolled Smooth Finish Steel.***

WHY? Because it is specially rolled for plating purposes, with a perfect smooth, bright finish, and is made in all tempers for intricate forming, drawing and blanking; in fact, our facilities for catering to the varied requirements of the trade are unequalled, and the superiority of our product is the "Silent Salesman" that secures the patronage of economical manufacturers, where quality is a factor, and finish an attractor.

"We also Make Springs of all Kinds"

United States Steel Products Export Co., Montreal, Que.

HARDWARE AND METAL

Vol. XXII No. 30 Toronto, Canada, July 23, 1910 Two Dollars per Year

FACTS FOR MERCHANTS INTENDING TO LOCATE IN WESTERN CANADA

The eastern man who contemplates an investment of his capital in hardware business in Western Canada will find herein some pointers which will be of value to him in making decision as to where to locate.

There are various "ways and means" of finding out the "choice" localities: First, a personal going over the ground and selecting the town you think the proper one for you. Second, and a pretty good plan to follow, is to correspond or visit personally the wholesale houses, which are now supplying the trade throughout the west.

The credit man of these concerns has a list of all new towns, and also of those about to be opened up. He can tell you what the resources are of the various places and what the prospects are. But in most all cases this same credit man will endeavor to place you in a new town, thus having you for a customer there and at the same time retain all customers now doing business in good towns, which might offer you a first-class opening. Of the two means of making your selection, the personal inspection way is the better.

Regarding the capital needed for such an undertaking. In the ordinary sized business of the smaller western towns, one should have a capital of, at least, $5,000 or $7,000, on which to start. This will be expended upon the following classes of stock, which are all good sellers and staple lines. The specialty lines must be selected by the merchant after he has opened up and learned the demand.

Select for your opening order a good line of medium-priced stoves and ranges, about 6 to 10 different sizes and styles, also a fair showing of heaters of the kinds which will burn soft coal or wood (hard coal burners are not used very much in the west).

Put in a good assortment of general harvest tools, rope, and a nicely varied stock of enamel and tinware.

Paint and varnishes, brushes, etc., should also have a fair portion of the division. A good selection should also be made of most all the lines shown in the wholesalers' catalogue of shelf hardware.

Of cutlery do not be too shy. There is no line in the business which brings you better profits, and it is a line equally attractive to all classes of customers.

Also stock a fairly good assortment of guns, rifles, and ammunition.

There are other lines which you will want to add after getting started, but these you must learn for yourself.

Don't forget that in coming to Western Canada to do business, that conditions are vastly different to what they are in the east. Learn your people's likes and dislikes and cater to them. Be painstaking and attentive and above all be conservative, very conservative in the giving of credits.

Regarding Retail Profits.

To those contemplating engaging in retail hardware business in Western Canada, the subject of a fair rate of profit will bear some consideration. To figure that the merchant can fix an exact percentage on all lines handled is wrong, for he must place different rates on the various lines carried.

On general hardware such as shelf hardware, enamel and tinware, stoves, paints, oils, harvest tools and many other small lines he should add 75 per cent.

On barb wire, nails, iron and such heavy hardware, if he gets a profit of 50 per cent., he will do well, but in most cases he must be content with a much smaller profit, as these lines are as leaders to the buying of other profitable goods, and they usually are sold in pretty big quantities, and therefore the purchaser is offered "Special prices" to induce him to buy. This is more noticeable and true in the towns where competition is more keen.

In marking goods from invoice you must in all cases add freight and all other charges incurred in getting the goods to your town. Then put your profit onto this cost. If you do not do this your percentage of profit will show "way down," at the inventory taking.

This, of course, is but a general rule and must be enlarged upon or diminished as conditions govern in whatever town you settle.

In no case should goods be marked "close," for there will be seasons of waiting for customers to come, which will eat up the profits. Therefore mark goods as high as above mentioned, or higher, if your town and conditions will allow. W. J. G.

LOCATING IN THE WEST.

Hardwaremen in Eastern Canada, who are thinking of locating in one of the many new towns in Western Canada, and who desire further information can address queries in concise form to the Editor of Hardware and Metal.

The MacLean Publishing Co. maintains an office in Winnipeg, and is in a position to assist intending merchants by giving answers to questions which may ordinarily arise regarding the location of a business in one of the Western Provinces.

Most great plans fail from a lack of proper attention to details in the execution. The American failing is a lack of thoroughness.

When you get a hard job divide it into its parts. Then tackle each part separately.—The Gimlet.

HARDWARE AND METAL

Established - 1868

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Addresses :

Canada : Macpubco, Toronto. England : Atabek, London, Eng.

OFFICES :

MONTREAL - - 701-702 Eastern Townships Bank Bldg Telephone Main 125

TORONTO - - - - 143-149 University Avenue Telephone Main 7324

WINNIPEG - - - - 511 Union Bank Building Telephone 3726

VANCOUVER, B.C. - - - - - H. Hodgson, 11 Hartney Chambers

LONDON, Eng - - 88 Fleet Street, E.C. E. J. Dodd Telephone, Central 12960

NEW YORK - R. B. Huestis, 1109-1111 Lawyers' Title, Insurance & Trust Building Telephone, 1111 Cortlandt

FRANCE - - - - - John F. Jones & Co., 31bis Faubourg Montmartre, Paris

SWITZERLAND - Louis Wolf ; Orell Fussli & Co., Zurich

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

CUTTING OUT THE SELLING COST.

"System" tells the story of a new sales manager for a company manufacturing furnaces, who was confronted with a statement from the president, saying that the selling cost must be cut at least five per cent.

To the young manager this appeared to be almost an impossible task. Salaries could not be cut, and travelling expenses were practically fixed. But his problem assumed definiteness, when he made an investigation and found the hidden selling waste of the business.

His men were selling a single article. That sold, there was nothing for them to do but kill time until the train left for the next town. It was up to him to utilize this time for which the company was paying good money. It was necessary to devise a way for the men to keep busy and save the profits.

Although the company was manufacturing and selling a furnace, it could not be installed without the purchase of the accessories, which the dealer bought from the regular supply house. The possibility of selling these supplies on spare time occurred to the manager, and he took up the proposal with the president. The result is that the furnace manufacturer is now selling all the supplies which go with his furnace. These are either made in the factory, or bought in the open market.

Now when a salesman sells a furnace, he sells the supplies at the same time. Instead of cutting the selling cost five per cent. the new sales manager pays all his salesman's expenses out of the profits made from handling the supplies. The plan when formulated was easy to put into effect. It was merely a matter of giving thought to the methods of carrying on the business.

The story has a moral for hardware merchants. The overhead expenses must be paid largely by the sale of staple lines, but the retailer who confines his business to staples will be in the same position as the one-line furnace manufacturer. The profit is made on the extra business done—the specialties which are taken up as side lines. Study your environment, therefore, and select some line which will work in with your general stock, and increase the revenue without materially increasing the expenses.

MAIL ORDER COMPETITION.

That which is true in reference to the manuafcturer's and peddler's competition is very largely the case also in mail order house competition. In Western Canada the mail order houses get a vast amount of trade from consumers in every corner of the country, and more and more the retail hardware man is adopting tactics to defeat the mail order octopus. These methods are largely the methods which the department stores have adopted. In other words the mail order house has put life into the retailers. The merchant in each individual community saw that trade was going away from him and he must fight to save it.

There are cases where results can be seen, as an outcome of that fight.

Mr. Lindsay, manager Robb Hardware Co., Portage la Prairie, is fighting the mail order house with its own weapons. "I run special sales," says Mr. Lindsay, "using the window and the daily paper to help me. I go out after the consumer, not by a catalogue, but by personal visit. Every morning I drive out to see the farmers in some direction. When I meet a farmer I do not ask to sell him goods. I simply say "good-morning," and talk about the weather, the wheat or any congenial subject. The farmer when he comes to town usually calls to see me. He is my friend, and we help one another. I hate the credit business, and it is in this that the mail order house has us beaten. To sell for cash must be the aim of the merchant, if he wishes to compete with the mail order house. With the long terms of credit that we merchants give, we cannot offer such low prices as the catalogue house quotes.

"I take off my coat when I sell stoves," continued Mr. Lindsay, "I make the customer believe it is the best stove he can buy . The same with lawn mowers or any other article in my store. The merchant must work for his trade. It is no use to talk about the mail order houses to the customer. Do not advertise them, but sell your own goods."

The majority of retailers will believe that the attitude of Mr. Lindsay is the pith of successful mail order house competition.

The catalogue house can and has taught the retail merchant lessons on merchandising, and to learn those lessons well and put them into practice is to successfully compete with them.

STRIKE HAMPERING TRADE.

The strike of employes of the Grand Trunk Railway is causing inconvenience to the hardware trade and manufacturing interests generally, and it is felt that if the strike continues much longer there will be serious consequences in the mercantile and industrial life of the country.

Toronto hardware jobbers say their mails from G.T.R. points are irregular and at least a day late ; and that shipments of goods for strictly G.T.R. towns have begun to clog up the shipping rooms.

A number of orders for interior G.T.R. points have been filled this week and shipped via C.P.R. to nearest station, and from there carted to destination. There have also been a great many orders shipped via water routes to lake ports. But there are still a large number of towns where it is impossible to send freight by either of these methods, and serious inconvenience and loss is a resultant consequence to hardwaremen and merchants generally.

Jobbers, too, find that the ramifications of the Grand Trunk in United States territory make it a good road to bring in consignments of manufactured hardware lines. The strike has tied up in transit much goods coming into the country, and where but recently there was a shortage of stocks there is now almost a positive dearth.

Canadian manufacturers in the smaller centres served by this road are unable to ship finished goods or get in raw materials, and it will not be surprising if some of these plants will be forced to close down if the strike continues.

On all sides the cry is heard that the present situation should have been prevented. The plea is made that under present day industrial conditions the railroads are the highways of commerce and as such are semi-public property. The government should have more control over the railways and the employes should be public officers. No matter what occurs these modern avenues of trade should always be open, and when disputes arise (as they undoubtedly will) there should be some public body with sufficient authority to settle the question definitely.

CANADIAN AND AMERICAN STOVES IN THE WEST.

Written for Hardware and Metal by J. N. H.

Articles have from time to time appeared in Hardware and Metal relative to the store situation in the Western Provinces, the quantities of stoves and ranges sold that are made in the United States, whether the volume is increasing or decreasing, and the reason why any stoves made outside of Canada should be sold in these provinces. The articles upon this subject have usually been considered more or less biased, depending upon their source, whether written from the standpoint of the manufacturer, jobber or retail dealer. The writer of this article should be entirely unbiased, as at present he does not belong to any one of these branches of the trade. The basis of my opinions is observations and conversations with dealers, as I have travelled through these provinces.

The causes that first led to the introduction of American stoves and ranges into these provinces are more or less familiar to all who have given the matter any attention and it is, therefore, unnecessary to discuss them at any great length . Suffice it to say that the manufacturers were away in the east, and had been doing business since time immemorial in a territory of limited extent. Their factories were small, their equipment crude, their patterns and styles not strictly up-to-date, and they were naturally not in position to at once supply an additional demand of sudden and considerable proportions, and especially to cater to the trade in the quantities and from the western shipping points demanded by the dealer.

These conditions rather forced the Winnipeg hardware jobbers into the stove business, and their inability to obtain stoves from the Canadian manufacturers—not by any means wholly on account of the inability of the manufacturers to supply them—caused them to look to other sources for their supply, and hence the American-made stoves made their appearance in the Canadian West.

Canadians Have Made Good.

Since those early days, however, the Canadian stove manufacturers have increased the capacity of their factories, equipped them with modern machinery and labor-saving devices, improved their patterns and styles, and increased their output. New concerns have launched out into the business, and now in patterns, styles and finish the Canadian made stoves and ranges will compare favorably with those made in the States, and sufficient quantities are turned out to supply the rapidly increasing demand. In addition to this many eastern manufacturers have established branch houses in Winnipeg and some few at other points.

The original reasons, therefore, which led to the introduction of American-made stoves and ranges into the west have largely been removed, and the question now is, under these changed conditions, is the sale of these goods increasing or diminishing. Before answering this question, however, it might be well to mention briefly the kinds of American stoves that have been and are being chiefly sold.

Without doubt the largest volume are the malleable constructed steel ranges. Next to these come the cast constructed steel ranges, and lastly heating stoves and furnaces. The volume of cast cook stoves and ranges has always been, and still is, small. The reasons for this is that the demand is mostly for steel construction, and the fact that the Canadian manufacturers have up to recent years given more attention to cast stoves and were able to more nearly meet the demand and requirements for that line.

I am fully convinced that the sale of American stoves and ranges in these Western Provinces is decreasing. There are without doubt large numbers of American malleable ranges being sold, which is chiefly accounted for from the fact that there are not a sufficient number of these made in Canada to supply the demand, and with but one exception those that are made do not compare favorably in material style and finish with the American ranges.

What Should be Done.

What then can the Canadian stove manufacturers do to still further decrease the sale of American stoves? Keep their patterns and styles up-to-date Use as good material as the Americans do, give especial attention to the finish, packing and shipping and carry stocks at various points, such as Winnipeg, Saskatoon, Edmonton, Calgary and Vancouver, so that the dealers can obtain their supply quickly and in quantities desired.

I am aware of the fact that it is no small matter to establish, equip and conduct branch warehouses, and in many instances the cost in comparison with the volume of business would preclude such a thing. Some manufacturers have arranged with the local dealers at the above points to store and ship for them, but there not being enough dealers to go around, and in cases when such arrangements are made the manufacturer invariably insists upon the dealer handling their line only, it makes it impossible for all the manufacturers to be accommodated.

Carrying stocks at these distributing points is absolutely necessary if the hardware jobber, as a distributor of stoves is to be eliminated, and unless he is eliminated or prevailed upon to "cut out" the American made stoves, and stock Canadian makes, then the greatest reason why American stoves and ranges are sold in these Western Provinces still exists, and their sale will continue.

Could the Stove Association do a better thing than to establish a common warehouse at these points, when every manufacturer who is a member could carry a stock and have his less than car load shipments made?

Duty Should be Increased.

One thing which operates against the Canadian stove manufacturer, and in favor of the American manufacturer is the tariff. There can be no question in the mind of any fair-minded man, who understands the situation, and who is not wholly a bigoted free trader, but that the duty on stoves should be 35 per cent. The claim that this additional 10 per cent. would be added to the price of the goods is not borne out by the experience of American manufacturers. A rank injustice is done the Canadian manufacturer by the tariff on stove trimmings. The Alaska and other makes of stove trimmings, such as knobs, towel bars, etc., are not made in Canada, but have to be imported from the States . The volume of these goods used in Canada would not warrant the establishment of a factory here for their manufacture, and still they are used to more or less extent by all stove manufacturers, and they are compelled to pay a duty of 35 per cent., while their American competitor can put these trimmings on his stoves and lay them in here at a duty of 25 per cent. Manifestly the duty on stoves should be increased and failing in this, as has been the experience of the past, then surely these trimmings should be allowed to come in to actual manufacturers at a nominal duty.

To sum the whole matter up, it is my conviction that the sale of American stoves in the west is decreasing. It can be still further decreased by the Canadian manufacture keeping his line up-to-date in material, style and finish, and by carrying stocks at such points as to make it unnecessary for the dealer to go to the jobber. But the Government should assist the manufacturer by the establishment of an adequate duty to rectify the existing injustices outlined above.

THE STOVE SITUATION IN WESTERN CANADA

From the rapid development that is going on in western Canada, the manufacturers in the east are deriving a direct benefit. The west is no longer looked upon as a land of privations and hardship, but the land of plenty where peace and luxury abides. There was a day when men pioneered and toiled under adverse circumstances, and even yet in some isolated districts, there are homes which have not all the modern comforts. But those who toiled in the past, like those who toil to-day, rejoiced in rapid bettering of conditions, and the fast accumulating wealth of the country.

Year by year new districts are opening up, new homes are being established, and as time goes on these homes are all equipped with the latest and best which the manufacturers of our country can supply.

There is no line of trade in the west which is so interesting from the standpoint of the future possibilities than the stove, range and furnace business. The very character of the country gives this line of trade a pre-eminent position. For several months in the year the thermometer stands very low, and each home must be provided at least with a heater. And the cooking stove and range which gives the best service both in heating and cooking is the article for which the home-makers of the west are clamoring. And as the possibilities to enjoy luxuries come on, a variety of stoves and heaters may be found in the homes of westerners.

Many Stoves Required.

Retail hardwaremen and house furnishers all realize the great opportunity to increase the stove business, and a good stove stock is the first requisite of an up-to-date retail hardware business. This fact is recognized this year more than ever, and manufacturers in the United States and Canada have been unable to adequately look after the urgent demand for all lines of stoves and ranges.

For the past ten years the competition between Canadian and American stove manufacturers has been growing more keen. This year, however, there is not so much notice taken of the competition, since the sale of stoves has been so heavy that everyone, the Canadian manufacturer at least, have had their stocks continually exhausted.

It is interesting to note what the effect of that competition has had upon the Canadian made stoves in the west. In the first place, the introduction of American stoves simply had the tendency to stimulate the Canadian trade. Manufacturers studied the trade more closely and travelers and retailers hustled just a little bit more. The feature is quite unchanged. This is the effect of competition in all branches of trade and under all circumstances to the extent that life has been put into the Canadian manufactured stove trade, the manufacturers are glad and welcome competition.

Quality in Canadian Goods.

This stimulation which the American manufacturers offered lead to another step on the part of the Canadian trade. In the endeavor to get trade, it was found that the selling points of the two articles differed widely, and the thought of quality in the Canadian range became the dominant one. In this attempt the Canadians quickly outclassed the American competitor, and in point of quality for service the Canadian stove is far to the front. For years the Canadian made stove has held the major part of the trade from the standpoint of quality. The American manufacturers made few improvements in their goods, but continued to hustle for business. Their ranges were light, and although the exterior appearance was good, the fact that it was simply equipped with a single lined oven, did not make it popular. Canadian manufacturers on the other hand, paid more attention to the interior construction than to the appearance, and to the service quality of the stove and range, rather than the weight. This endeavor appealed to the Canadian stove makers as the way of wisdom, and results have shown them to have been farsighted.

Light Weight Desirable.

Canadian stove manufacturers have found that the light feature which the American stove possessed could be combined with quality of construction, and that the finish and trimmings which is characteristic of the cheap American stoves could be adopted to some degree at least. This lead to the manufacture of the steel range in Canada. Heretofore, the massive weight of the Canadian stove was the great drawback to its sale when in competition with the American stove, but now the weight is diminished as low as possible without marring the quality of its construction. At present the Canadian manufacturers are making a more scientific stove than ever before. The exterior is trimmed to the lowest possible degree to diminish the weight, and make it possible to lower the price so that it might better compete with the low price at which American stoves are offered. Every pound of material in a stove costs money, and the present tendency is to make every pound of metal go as far as possible in the construction of a stove or range.

Manufacture at a lighter weight without sacrifice of quality and produced at a better competitive price has been accomplished by the Canadian factories. What is the next step?

Heavy Importations.

American stoves are still coming in, $422,568 worth being imported in 1909. The American stoves are light and cheap, and repairs are not so convenient to secure as for the Canadian ranges, yet they continue to be imported in large quantities. Discussing the situation last week, a Canadian stove manufacturer stated that "the Canadian manufacturers will be compelled to build a cheaper range."

The Canadian maker can have the same success selling a light, cheap range as the Americans. A stove will have to be constructed of like material, quality and finish in order to compete. This will mean that a cheap range made simply and solely for competition will come on the market from Canadian factories, and at a price that will keep out some of the American made lines.

American foundries turn out good stoves, but it is chiefly the cheaper ranges that are imported.

The difference in freight rate from points in the States, and points in Ontario to Winnipeg show that the railways favor the American manufacturers. Taking in St. Louis through Milwaukee to Winnipeg the carload freight rate is only 55 cents, as compared with the rate of 71 cents from Ontario points to Winnipeg. This difference makes quite a saving on a range weighing 400 to 500 pounds.

Canadian manufacturers, have little to fear so long as the present stimulation,

L. C. H.

Vanity is the handle by which you can influence most men. A strong dash of personal vanity has made many a man successful.

If you wish to see a living expense account look for a salesman with a horse shoe cravat pin, a race horse vest and polka dot socks.

CROP PROSPECTS IN WESTERN CANADA

At the time of writing, the vast wheat crop of Western Canada is passing through a most critical period. Reports everywhere, and at all times, are so varied and numerous that it is impossible to sum the situation up in a word, at the same time expressing the far-reaching effect of a light crop on the general retail trade of the country.

The varied reports that have been in circulation are due partly to the really diversified conditions that prevail, and partly to the uncertainty of the conditions in any particular district.

In general it is believed that the whole southern parts of the three prairie provinces will yield much less than a half crop on an average. Saskatchewan is known to be more fortunate than the other provinces, and considering the increased acreage and the exceptionally good prospect in the vast northern areas of that province, the total wheat yield will be much in excess of any previous year. The same is true of the northern part of Alberta and Manitoba. The crops in those districts are in excellent condition. So the general yield of the country will not be so small as to give the west much of a setback. Even 75,000,000 bushels of wheat will bring enough of money into the country to tide it well over the way of progress. That the yield will be more than this is uncertain, the 1909 crop having been about 120,000,000 bushels.

Wholesale hardware men in the west are following eagerly the crop situation, and this week the letters that come in from centres to the south are not encouraging. A merchant at Crystal City, Manitoba, writes: "Rain or no rain we will not have half a crop in this district." Another hardwareman in Pilot Mound, Manitoba, writes: "Already 50 per cent. of the wheat in this district has been ploughed under." In comparison to these it is interesting to read from a hardware merchant's letter from North Battleford, the following: "Crop in this vast district was never better. The yield will average at least 25 bushels to the acre."

Some wholesalers have withdrawn their travelers from the southern districts, while those that remain will be content to get small orders. One house has already cancelled $4,500 worth of binder twine orders, and harvest and thresher-men's supplies are going weak.

When it is remembered that for many months every wholesaler in Western Canada has been pressed for goods, and the retailers everywhere have been making large turn-overs and also that the manufacturers of our country have, in many cases, been unable to meet the demand for goods, there is no one who will be dejected by the prospect of a three-fourths crop yield. All such conditions that are now being experienced make for a more perfect and a better regulated commercial system. One thing that will certainly be improved in the future is that the merchants will make their credit accounts more secure. They must seek to introduce the cash system. The one bitter outcome of the poor crop condition in some districts is that the merchants that have been "carrying" farmers for two, three or more years, will find that in the fall of 1910 their collections will be lighter than ever.

PRESENT SAVING—FUTURE LOSS.

"What's the use of advertising when there is no business?" asked a director in a large United States manufacturing concern at a director's meeting during the recent crisis. The other directors chimed in, and heartily approved of the plan of saving $1,000 per year paid by this manufacturing company for space in one weekly. It was just like finding money to save so easily! After the program of economy had been fully outlined the sales manager had a word to offer. He spoke thus:

"Gentlemen: I have listened with interest to the various plans of retrenchment, and for the most part with approval. There is, however, one item of so-called saving which I cannot for a minute stand for, namely, the cutting off of $1,000 from advertising. This paper reaches more than seventy-five per cent. of the purchasing power in our field, and every ounce of saving now means a pound of loss later. I will submit to a temporary reduction in salary, and suggest that you other gentlemen do the same, rather than to lose temporarily this motive force of our sales department."

The advertising continued. And this case is typical, as is also that of a man renewing his order for half-page weekly, saying at the same time that he felt so short of money that he was going without a much-needed new hat.

These and many other well-tested cases prove that printers' ink is coming to be recognized as doing for the sales department what coal does for the manufacturing department.

WILL CAMPBELLTON REPENT?

That the sympathy of the commercial interests of Canada is extended to the business men of Campbellton, N.B., in the serious loss they have sustained is evident from the practical nature of the assistance they are rendering.

It is said that it is an ill wind that does not do some good. Doubtless Campbellton will rise from its ashes, deep as these ashes are, better and stronger than ever.

But there is one thing which, it is to be hoped, has been burned and its ashes scattered beyond the possibility of recovery. We have reference to the narrow, anti-Canadian spirit which imposed an irritating tax upon the representatives of manufacturers and wholesalers from other parts of Canada. Unsophisticated commercial travelers have been known to be subject to even the indignity of arrest. There was no "winking with the other eye" by Campbellton's officials. The law was rigorously enforced.

While the business men in other parts of Canada are responding to Campbellton's Macedonian cry to come over and help them, it is to be hoped that at least the commercial interests will learn that the present attitude toward the outside world is both unpatriotic and unbusinesslike, and will lend their influence to prevent its being resurrected when the new town rises from the ashes of the old town.

If the men in the commercial centres who have been irritated by Campbellton's municipal narrow-mindedness can forget it when fire swept the town, and contribute to their necessities, surely it is good policy to see that the thing which caused it is not again permitted to obtrude.

A HARVEST CONTEST.

Merchants living in good farming sections can awaken a lot of interest and get some good advertising out of a "Harvest Contest."

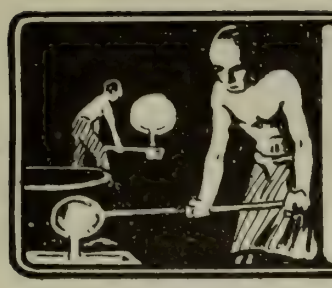
Make an announcement preferably by circular or in your window in which you state that for the best ear of corn grown in your county and brought into your store on or before a certain date, you will give, say, $5 in trade. For the next best a $3.50 prize, etc. The terms of the contest to state that the corn must be grown in your county and only one ear may be submitted as specimen, etc., etc.

As these specimens begin to come in, prepare a place for them where they can be best exhibited. Over this place a card giving the terms of contest and other particulars. This plan will excite considerable interest.

The above mentioned prizes are merely suggestive. It may be that there are other things you would rather give, either, of greater or less value, but the idea is that the prizes should be of enough value to make it something to be worked for and to bring about the success you desire. Spare no pains to have the contest talked about.

WOMAN CLERK HELPS TRADE.

"We employ a woman clerk, but not specially for the stove business. We find that a woman can sell some lines fully better than a man while she also seems to increase trade with women."—A. & J. Meiklejohn, Harriston, Ont.



NEW PRODUCTS OF CANADIAN FOUNDRIES



The impetus given the gas range business in Ontario and the western provinces during the past three or four years was responsible for the introduction of many new lines of stoves, ranges and heaters,and some innovations have been made in this branch of the trade this year. The development of the departmental store trade in cheap ranges has also caused stove manufacturers selling to the retail trade to bring out some new lines of cheaper construction. But, speaking generally, Canadian stove manufacturers have centred their energies during the past year or two in an endeavor to reduce their costs of manufacture rather than in enlarging the variety of their products.

Retailers view this situation with approval, while they desire to see as many improvements made in cooking apparatus as inventive genius can originate and develop, they have no desire to see the variety of stoves and ranges increased or the patterns changed yearly just for the sake of making a change. In fact, retailers have complained regarding the too frequent changes in patterns. Retailers, too, while more interested in quality than in price, are interested in cheaper selling figures, insofar as they find it necessary to compete with the cheap mail order stoves. They fully realize, however, that the trade will be in a far more satisfactory condition if prices are maintained than if prices are cut to a point where profits and quality must be sacrificed.

Talk of Stove Mergers.

No trust controls the manufacture of stoves in Canada and none is likely to do so, as it is too easy for small foundrymen to get into the trade. And with iron at about a cent a pound and ranges selling for five or six cents the field looks inviting to them—until they have experience with foundry losses, overhead expenses and cost of marketing their products.

The larger foundries in the Stove Manufacturers' Association are doing a practical work in their exchange of figures showing the foundry costs, etc., and in making known to each other the savings to be made by the introduction of molding machines and other labor saving devices. But the various methods adopted by stove manufacturers to market their products prevents united action and consequently selling prices are not kept uniform and in the face of higher labor and pig iron costs one manufacturer outside the association reports that prices have been cut this season on an average of five per cent.

At various times there has been talk of the formation of a merger comprising practically all of the stove foundries in Ontario. In fact, it was not far from being consummated at one stage of the negotiations. But there seems to be no likelihood of reaching that point again. There is every probability, however, of a successful termination of the negotiations now on to merge into one company the four large stove foundries located at Hamilton. These foundries are located on valuable property near the centre of the city, and their amalgamation into one central plant adjacent to railway sidings would make possible material savings in cost of production, apart from the savings in reducing the variety of their lines, cost of management and selling expenses.

Condition of Trade.

Last season was one of the busiest ever experienced by Canadian stove makers, and difficulty was experienced in making prompt shipment of late orders. The winter was favorable to retailers, also, and nowhere has Hardware and Metal heard of any dealer having to carry over any quantity of stock. With stocks in retailers hands in a very low state, therefore with the crops generally in fair condition, and with a heavy increase in population by immigration, manufacturers have looked for a shortage this fall and have been operating their foundries as fast as the shortage of skilled labor would allow them. While the shortage may not develop the wise retailer will early estimate his requirements and place his orders without delay.

There is no reason why the retailer should not secure his stocks early. Prices are set early in the season and shipments, though made in August are usually dated September 30. There are numerous advantages also in having an early opening of the stove trade, and the dealer who has a "stove sale" in August or September is able to turn his stock over with the least possible investment.

Bookings Have Been Heavy.

That retailers have been buying freely is evident from reports received from manufacturers, "We never built so many ranges as we have to date this year, and yet our stock is not so large as we would like to see it," is the report from the Gurney Foundry Co., Toronto. The Moffat Stove Co., Weston, say: "Bookings are 25 per cent. heavier than in 1909," and the D. Moore Co., Hamilton, write: "The orders this year, as compared with a year ago are very much larger." These reports are indicative of a situation which should encourage those dealers who have not booked their requirements already to do so at once.

There has been little change in prices, as while foundrymen are paying more for pig iron and unskilled labor the internal competition among manufacturers has kept prices down. There was every indication of an advance in prices in the spring, but weakness developed in the pig iron market, so though some foundrymen were paying as high as $21 for No. 2 foundry iron on contracts, the price declined to about $18.50, but even this is higher than iron was selling at a year ago. Existing prices do not ensure much profit to the manufacturers and the tendency should be towards higher figures. It is interesting to note that the leading mail order house increased the prices of its stoves 15 per cent. this spring.

Changes in the Trade.

The use of natural gas and the partial depopulation of the farming districts of Ontario by the younger element moving to western Canada to take up land, has brought about considerable changes in the trade. Where gas ranges are sold the market for coal ranges has, of course, fallen off, and where a dozen or half dozen families leave a town for the west. it narrows the market for the sale of ranges and, more particularly, for furnaces, as empty houses are a loadstone upon progress in housebuilding or renovation. A heating salesman last month traveled from Guelph to Southampton and return by a separate route and heard only of three new houses being built. And from Port Elgin alone about a dozen families had migrated westward.

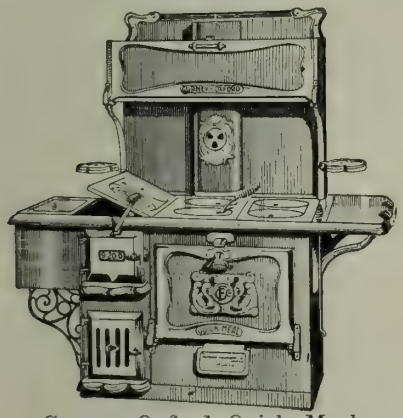
The market for baseburners has narrowed also, and in some sections of the country dealers are left with stocks which are hard to dispose of. As the Gurney Foundry Co. say: "The unprecedented demand for small warm air furnaces has considerably cut into the baseburner trade. Oak stoves, however, continue in popularity and will be good sellers this fall. Stove conditions generally never looked more favorable for a tremendous increase over previous years' sales."

New Gurney Goods.

Regarding their new lines for the coming season the Gurney Foundry Co. say: "The new Gurney-Oxford Verona will be a leader amongst cast iron range lines. We have been complimented upon the appearance of this range and we are personally very proud of it. The interior construction is practically the same as

our Imperial Oxford range, one of the best selling and most widely advertised ranges in the country. In fact this year and from now on, we are endeavoring to simplify the problems of the retailer by standardizing the repair parts for our different lines of stoves, so that to-day the covers, centres, fire-box parts, etc., for this new Verona, will be interchangeable size for size with the Imperial Oxford. The same system, of dividing the flues will be used insuring that all parts of the oven will be thoroughly heated at all times, doing away with the chief objection to the ordinary range where the back of the oven is considerably hotter than the front. This range will be priced between the Imperial Oxford and the Crown Prince, our cheap competition line, and will certainly be effective in meeting the demand for a highly finished range with every modern convenience at a low price.

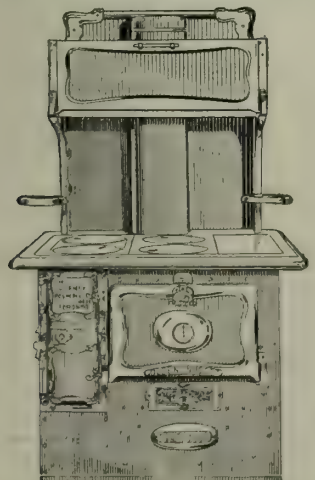
"The Gurney-Oxford Quick Meal is another new line of steel ranges which will fill a longfelt want in this line of goods. With all the features of our



Gurney Oxford Quick Meal.

Oxford Chancellor, our high priced range, and with the same fire-box parts. This range will fill the same demand in the steel range territory as the Verona does where cast iron ranges are sold. Every dealer in a steel range town should have a sample of this line on his floor.

"Then we have another new line of steel ranges, cheaper than the Quick



Gurney Oxford Golden Nugget.

Meal, known as the Golden Nugget line. This is really a well-built range at a moderate price, fitted with reversible or Duplex grates for either hard or soft coal burning as the case may be.

"But the most important addition to our line is the Oxford Economizer. This device is without doubt the most effective controlling device for heating or

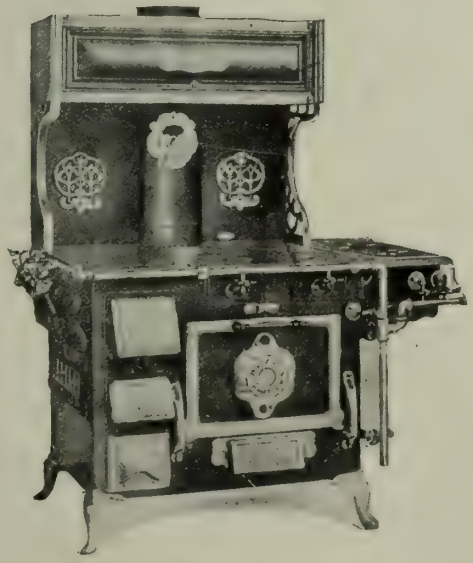


Oxford Heat Economizer.

cooking apparatus that has been invented in recent years. Following the tremendous success which we have had with this Economizer on our hot water boilers, we have decided to equip every hard coal Imperial, Chancellor and Verona range with them from now on. This is the most powerful selling argument a dealer can have for closing sales and besides, it will actually do all that we claim for it. The success of one of these Economizers will bring business back to the man who handles this line. In addition to effecting a saving of 20 to 30 per cent. in the average coal bill, this controller makes it possible to retain the fire for twenty-four hours in an 18-inch range, and also acts as a kitchen ventilator.

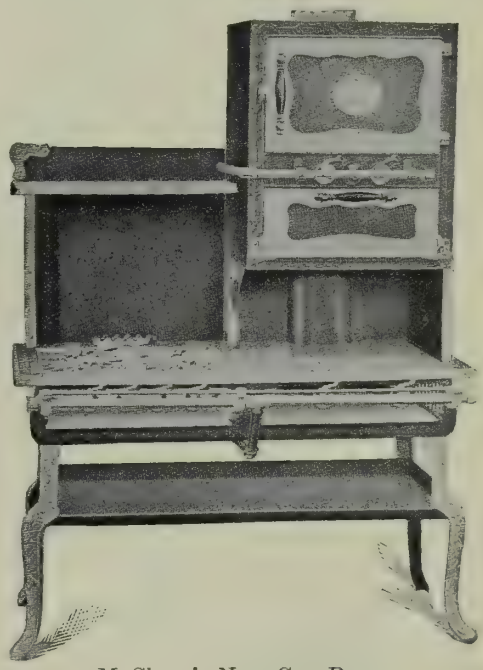
McClary's Interchangeable Range.

The McClary Manufacturing Company are presenting this season a new coal,



McClary's Interchangeable Range.

wood and gas range called the "Champion Interchangeable." This is certainly a wonder in stove production and it is claimed that it will revolutionize gas and coal cooking. It can be changed from a coal or wood range to a gas range in thirty seconds or vice versa, being equipped with two 6-inch Star Burners under the covers in the fire box and two 4-inch Star Burners under the two front covers over the oven. The burners in the fire box drop down behind the front grate when coal or wood is used or for burning up rubbish. You can cook and bake using gas, coal or wood only or using gas and coal at the same time. This invention does away with a coal or wood range entirely, saving that much expense and floor space and the trouble of moving and setting up an extra range. The "Champion Interchangeable" is a very compact range and can be purchased for little more than an ordinary gas or coal range.



McClary's New Gas Range.

In the line of straight gas ranges the McClary Manufacturing Company have made many improvements and now have one of the finest assortments on the market. Any of these gas ranges can be made for artificial or natural gas as desired, a very appreciative feature. Such features as large burner bar, choice of burners, safety oven lighting device, extra manifold pipe, reinforced lever valve, adjustable burners, water heater attachments, two burner extension, etc., make The McClary Gas Range a very desirable range.



Naturo Gas Heater.

In the gas heating line The McClary Manufacturing Company can now supply the "Naturo" and "The Golden Glow" oxidized gas heaters, either plain or nickel plated and for natural or arti-

ficial gas. These are powerful little heaters and have considerable radiating surface. A singularly effective flue arrangement causes extensive circulation of hot air, making them invaluable for parlors, offices and bedrooms.

In addition to their former line of heater they now manufacture the "Sofco Heater," a new soft coal heater which consumes the smoke and gasses. A heavy conical cylinder is made to rest on the top of the fire pot and the top connects with main top of stove and acts for both feeder and retort. An air tube also comes through top and enters cylinder about six inches from bottom so as to bring the air close to the centre of the combustion chamber; thereby igniting the gases and consuming the smoke. To consume the smoke properly the drafts must be so adjusted that the air entering through grate and that above the fire will burn the coal and consume the gases at the same time, the result will be a very hot, smokeless fire, with a minimum consumption of fuel.

They have been progressing in their tin and enamelware plants also, and announce a new potatoe pot made in two sizes, and in both Canada and Imperial Ware. This pot was manufactured with the view of satisfactorily cooking potatoes, turnips and other vegetable roots. The lip is large; over this is hinged an aluminum cover which can be raised or closed at the will of the user. The bail wire is so formed that it automatically



New Potato Pot.

locks the cover, a device worthy of note. They have also made a new enamelled mixing bowl and several other articles in both tin and enamel showing much progress and advancement.

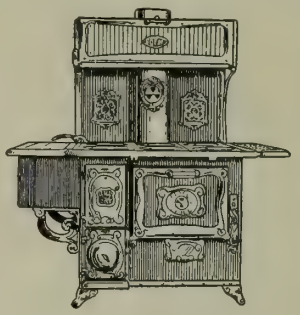
Other New Lines.

The D. Moore Co., Hamilton, are placing a new cheap range on the market to compete with the cheap lines offered by the mail order houses.

The Moffat Stove Co., Weston, say their innovations are confined to gas goods. The Brantford Steel Range Co., Brantford, are a new firm who have entered the market with the Stanford patent double and single oven fuel saver steel range, in which the Stanford patent oven damper is used if desired. The bottom of the oven can be made hot enough to boil water or fry eggs without heating the top warm enough to burn the hand if placed against it. All the heat, or any fraction of it, can be directed to the top or the bottom as wished. Where the Stanford patent oven damper is used, the covering on the oven consisting of asbestos, cement or sand, which robs the heat, can be dispensed with. It is also possible to do away with the pan of water on the top shelf of the oven; the turned-up-side-down bake pan; the piece of paper, and all the other old-fashioned devices used to keep the heat from the top of roasts, bread, pies, cakes and other oven products.

The Beach Foundry Co., Winchester, Ont., have completed a small cheap range called the "Maple Leaf Camp," and are completing a new range called the "Maple Leaf Banner," which will be medium in price and made in three sizes. They say that in May and June they did double the business done in the corresponding months in 1909. Difficulty has been experienced in securing delivery of material ordered.

The Harriston Stove Co., Harriston, Ont., report that their most important improvement to the Royal line this year



Royal Major Range.

is the "Royal Major" in two sizes, a neat, good, medium-priced steel range, with plain design, drop warming closet door and reversible fire box. One section of lining will fit anywhere around the fire box. Thus if the centre section of the back burns out, the front section will take its place.

The Marvel, a new cast range, is made in three sizes, 8-18, 9-18 and 9-20, aimed to meet catalogue house competition.



Marvel New Cast Range.

The Supreme Manufacturing Co., of Welland, report having been delayed by patternmakers and are not, therefore, ready to bring any new goods before the trade.

Clare Bros., Preston, Ont., have perfected a new stove for the western market, in which soft coal can be used, while doing away with all soot that gathers on the inside of the stove and pipes and keep it as clean as though hard coal was burned.



New Stenora Range.

The Doherty Mfg. Co., Sarnia, are introducing a new cast range, the "Stenora," in two sizes, eighteen and twenty-inch ovens.

Two New Furnaces.

The Down Draft Furnace Co., Galt, are putting on the market a new six-hole range of plain design, called the "Art Banner." It is an entirely new construction of the loose hearth pattern, and is made in all the different styles, viz., with or without reservoir, high shelf, high closet, low closet, base, water front, etc. It has a good square oven, large fire box, and ash pan thoroughly well made, the nickeled bands being removable. They are also introducing a new two-hole laundry stove with eight and nine-inch covers, and a complete line of tortoise heaters in sizes 2, 3, 4 and 5.

The "Active" furnace is a new product made in two sizes only—sizes 16 and 19 fire pot. This furnace is designed to meet the cheaper grade of furnaces, and one admirably suited in cases where the competition is keen in this class of goods.

The Banner furnace in design is similar to the Down Draft furnace, only that the down draft feature has been eliminated. It is made in five sizes with 16, 19, 22, 25 and 28-inch fire pots. They have also extended the size of the lower casing of both the Down Draft and Banner furnaces this year, so that they now have a straight casing.

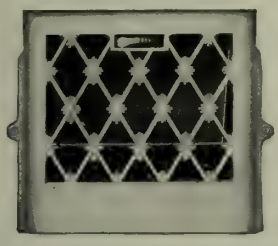
Circle Waterpan.

The James Stewart Mfg. Co., Woodstock, who announced the introduction of the "circle waterpan" on their "Good Cheer" furnace last April, report that the innovation has excited marked interest in all parts of Canada. The pan is in the form of a complete circle, located so as to surround the firepot, being made of heavy cast iron, suitably coated to prevent rust, and of a capacity of from four to six gallons, according to size of furnace. It is mounted on roller bearings, so that every inch of its surface can be readily cleansed through the door opening provided. This is an important feature, covered by the com-

pany's patents, without which a circle pan would be a menace rather than an improvement, as the waterpan must not be allowed to become foul. The pan door opening is placed just below the feed door, where it is readily accessible, and the door opening down forms a spout or funnel through which the pan is refilled. In describing their new arrangement the manufacturers say: "In humidifying the air as it passes through the furnace, it is desirous and necessary that it be effected uniformly and thoroughly, and the circle pan affords the only means of accomplishing this. The ordinary pan in the average furnace is located at the front or at the side, and as air follows the line of least resistance, it will be easily seen that in passing the pan it will rise and flow through the pipe immediately over it, and as a consequence the balance of the warm air pipes get but hot dry air. This is not possible with the use of the circle pan, as all the air entering the furnace must pass it on the way up, and in absorbing moisture as it goes, every warm air pipe, whether one or ten, gets fully humidified air, and uniform humidity all through the house is the result."

New Baseboard Register.

The Tuttle & Bailey Mfg. Co., of Canada, Bridgeburg, Ont., have just put on the market a new baseboard register,



New Baseboard Register.

called the "Canadian Imperial," which is designed to meet the demands of the Canadian trade. The very large air opening, the ornamental design and small flanges on either side that cover the cutting of the basebooard and the lugs attached to this flange for securing the register to the baseboard are all special points of merit. The goods are being manufactured at Bridgeburg and are carried in stock in standard sizes.

SHOULD NUMBER REPAIR PARTS.

In Hardware and Metal of July 24, 1909, the numbering of stove repair parts was advocated and sentiment seems to be strongly in favor of this being done by manufacturers. Here are the views of some hardware firms on this subject:

"We have found a good deal of difficulty in securing the right pieces and we certainly think it would be a great advantage if stove extras were numbered in the same way that machine extras are numbered."—Brace, McKay & Co., Summerside, P.E.I.

"I think the idea of numbering parts of stove repairs a good one, as a person is liable to get repairs mixed up specially in the busy season when lots of repairs are coming in."—M. Weichel & Son, Elmira, Ont.

"To number repairs would greatly simplify ordering."—C. H. Marshall, Nanton, Alberta.

"The only difficulty we have in securing stove repairs is the lack of rapid transit. Everybody wants their repairs the next day. We think the numbering of stove repairs would facilitate matters considerably."—The Marshall Hardware Co., Medicine Hat, Alta.

"We have no difficulty securing stove repairs and in our opinion a central depot for all repairs is not needed. We don't think that stove repair parts should be numbered. In our opinion ordinary good common sense in ordering stove repair parts will prevent any occurrence of mistakes, as most of these are the fault of the dealer who makes out the order."—The Wells Hdwe. Co., Fort Frances, Ont.

"We have no difficulty in securing repairs for the stoves we handle, though we have had trouble with some other lines. I don't think a central repair depot necessary. Undoubtedly, all repair parts should be numbered."—J. C. Wanless, Chatham, Ont.

GAS GOODS IN WEST.

Medicine Hat, July 18.—The hold over stock of stoves in our district is much less than previous years.

Gas heating has certainly helped to increase the stove trade because it is a pleasure in this district with our abundant supply of gas for the house folks to cook and utilize a stove as it should be utilized. That more stoves are put in the dump heap because of the use of gas instead of other fuel is not so, therefore for that reason the quantity of stoves in demand is not increased.

Canadian gas and coal ranges in quality in our opinion excell the American goods, but in price they lose out. There are a great many cheap priced American goods in this line being handled.

The cheap mail order stoves and furnaces do not injure our trade, in fact, they assist. To do business in the stove line in this district you must be on the ground and understand the handling of our gas system, outsiders do not understand it and so far as the city trade is concerned we have it to ourselves without outside competition. Of course the country district is more or less interested in the mail order stoves but not very much so."—Marshall Hdwe. Co.

CANADIAN STOVES BEST.

Fort Frances, July 18.—Canadian coal ranges over in our experience are holding their own in every way with American goods, we have found them superior in material, finish and working effectiveness. Our experience with imported American steel and cast cook stoves and ranges and coal and wood heaters is that they are not as reliable where satisfaction to your customers is the principal object of the sale.

The cheap mail order stoves and furnaces do not interfere to any extent with our trade, we do not find it necessary to take any particular steps to meet this competition. Furniture stores do not enter into our competition. We have had considerable competition from range peddlers from Canadian manufacturers, the principal offender being the National Manufacturing Company.

With reference to the stove trade, it is our experience that the reliable manufacturers of Canada have succeeded in placing the stove trade upon a basis which is creditable to themselves and to the country. The only evil which we have had experience of is that of peddling and we feel that the dealers of Ontario can protect themselves to a large extent through the Ontario Retail Hardware Association and by dealing only with the reliable manufacturers who we know are only too anxious to assist in every way all such efforts.—The Wells Hdwe. Co.

BIG BUSINESS IN GAS GOODS.

Chatham, Ont., July 19.—Discussing the stove situation Ed. Wanless, of J. C. Wanless & Co., said: "Our holdover stock was smaller than in any previous year. Gas heating has affected the baseburner and oak heater trade to a considerable extent, but not that in ranges or cookstoves to amount to anything. We have gone into gas heaters and done a tremendous business, making up three or four times for any business lost in baseburners or oak heaters.

"Canadian coal ranges hold their own with American makes; but to my mind the gas ranges don't. The trouble is that the Canadian gas range is just a year or two behind American styles; though, to do them credit, the latest Canadian ranges are a big improvement on anything yet turned out.

"Mail order competition doesn't trouble us to amount to anything. To meet it, we simply boom the quality of our goods. We talk quality from start to finish, and show the people that they get better value from us than from mail order dealers. We have had no trouble from range peddlers for three years now. They are due in 2 years; strike this section every five years. We do considerable canvassing ourselves, and that by utilizing printed matter, direct canvassing and the rural telephone that we get in touch with a lot of stove sales."

James E. Gray, another local dealer, said: "My only experience with the mail order people is when customers quote their prices. I have the mail order catalogue right here, and I can speedily show them that the catalogue house isn't giving them anything like the value they can get here. From the cut in the catalogue I can show that the mail order range lacks this bit of nickelplating, that shelf, this and the other attachment, which my stove has."

AUXILIARY WATER HEATER.

The Auxiliary Water Heater Co., 505 Queen Street West, Toronto, have put on the market the Wizard water heater, a device consisting of two cored crescent shaped heads connected together with a series of tubes through which the water passes from the supply pipe near the furnace or stove to the flow pipe nearer the chimney, the device forming a semicircle which is fitted into the top of a length of smoke pipe, the top being where the heat is the greatest. It is galvanized inside and out and a slide door is set on one side for cleaning purposes. It can be supplied in all regular sizes of pipe from 5 to 12 inches, while larger heaters can be made on special order.



Standard of Canadian Hardware Stores Improving

Fine New Hardware Store at Hamilton Opened Last January—Fine Wide Store With Magnificent Lighting Facilities—Location Selected After Statistics Were Taken of the Number of People Who Passed the Spot Each Day—Some Fine Stores in Western Canada Towns.

By Weston Wrigley.

An example of the fine hardware stores being erected in Canada nowadays is the new building of the Mills Hardware Co., on Barton Street, East, Hamilton, which was built last fall and occupied at the beginning of this year. The three illustrations shown will give a fairly good idea of the modern features contained in the store.

The Mills Hardware Co. was organized about three years ago by Nelson Mills, then about 25 years of age, a nephew of Stanley and Ernest Mills, of Stanley Mills & Co., the business of Boulter & Gilmore on John Street being taken over. A year ago, however, it was decided to expand by establishing a branch in the factory district on Barton Street East, the trade at the John Street store being chiefly with farmers.

In order to decide upon a location for the new store men were stationed at various points for several days counting the number of people who passed each prospective site. In this way the best business location was easily determined it being found that an average of 8,000 people, largely mechanics employed in the Westinghouse and other near-by industrial plants, daily passed the site selected. The location has a street on one side, a bank building being on the corner, while lanes are located on one side and to the rear of the building erected, which comprises the hardware store, 35x100, and two smaller stores one on each side.

Enlarging Store Already.

When the building was erected last fall provision was made for a shipping and receiving room for the hardware store behind one of the smaller stores. Six months' experience has shown, however, that enlargement is necessary, so an addition 18x40 has been made and plans are also being considered for extending the store to a 130 foot depth instead of 100 feet as at present. There is, of course, a cellar under the whole store, which is used for storage purposes, an elevator taking the goods up and down.

Included in the enlargement is the removal of the glass stock, etc., from across the rear of the store to the new addition, the paints taking the place of the glass, being moved from the shelves in the rear of the builders' hardware department in order to provide room for more shelf boxes, it being now planned to install sufficient Bennett boxes to stretch clear to the back of the store from counter height to the level of the top of the tool display case. The three rows of shelf boxes above the height of the tool case will be removed and this space used for storage of surplus stock in original packages just as the space from the top of the shelving to the ceiling is now used. The new arrangement will give a solid wall of about 60x6 feet of Bennett boxes for shelf hardware stretching back from the tool case. Lane shelf ladders and track are used on each side of the store, but Mr. Mills says it is a mistake to put shelf boxes as high as in his first arrangement. He also found it advisable to remove the glass doors from the front of the tool cabinet.

Lighting the Store.

It is doubtful if there is a hardware store in Canada of equal size which is so well lighted as the Mill store. A glance at the picture of the store front will show a stretch of prism glass stretching across the entire front of the store. A similar installation has been made across the rear and the cellar is equally well lighted at the front by the prism glass under the display windows.

The artificial lighting is equally good. On the street line in front of the store will be seen a handsomely decorated electric lamp post, this being one of three located in front of the Mills property. In Toledo and other United States cities whole streets have been lighted in this way by the business men but Hardware and Metal knows of no Canadian city which has adopted the





Two Interior Views of the Mills Hardware Company's Fine New Store at Hamilton, Ontario.

plan. These lights attract a great deal of attention and make the front of the store as bright as day. In revising the location of their car stops, the street railway a fortnight ago, included a stop directly in front of the Mills store, and the splendid lighting may have had something to do with the decision.

The windows and store interior are equally well lighted, there being in all 250 electric lights in the store equipment. To supply the power for these lights Mr. Mills has just installed a 12 horse-power gas engine, he figuring that the saving on making his own power will soon pay for the equipment. This engine is installed in the cellar under the new addition and the exhaust pipe is carried out into the lane so no sound will be heard inside the building.

Natural gas is used for heating in the spring and fall and coal in the winter months. The oil pumps are also in the new addition, the tanks being outside the building.

Arrangement of Store.

The windows, as will be seen in the illustration, are divided into four divisions, capable of making four distinct displays such as paints and housecleaning specialties, mechanics tools and builders' hardware, refrigerators and kitcheware, lawn and garden goods. With no special effort outside of the store display Mr. Mills, a fortnight ago, said he had sold fifteen refrigerators and about three dozen boys' express wagons, already this season. Each of the four windows are changed once a week, so that on four days of the week the clerk in charge of the displays has a section to reconstruct. The windows are built in at the back, the lower with wood and the upper portion with glass.

The shelf hardware section has already been described and the illustration tells the rest of the story. The counters are covered with open drawers filled with small specialties likely to be required by customers who visit that side of the store to purchase goods. Every drawer is price marked so the goods are their own salesmen, while the clerks are filling the known wants of the customer. Mr. Mills considers this form of display the most important of his store system. At the rear of this side of the store is the shipping room, where all goods are priced before entering the store.

The other side of the store is devoted to sporting goods and housefurnishings, safety razors and alarm clocks being displayed in the silent salesman in front of the sporting goods section.

A close study of the illustration will show a novel wire goods display to the rear of the sporting goods. In the space usually occupied by counters are four tables set inside a framework built of uprights 9 feet high, the tables being 8 feet long and 2 feet wide, there being a 2 foot passageway between each table, the top bars of the framework, however, extending across the passages. The framework is used for the display of wire goods and the tops of the tables for drawers containing gas goods, mantles, and other specialties for the kitchen and household. A shelf under the tables is used to display larger articles and on the shelving behind is an elaborate showing of enamelware and tinware. Opposite the main entrance is a silent salesman containing cutlery, and behind this on a raised platform, is a display of washing machines, wringers, screen doors and large sized household goods. It is planned to move some of the enamelware over to the centre also in order to provide room to enlarge the sporting goods department. Stoves are not handled, Mr. Mills regarding this as a business of its own in a large city.



Fine Front on C. H. Marshall's Store at Nanton, Alberta.



Interior of C. H. Marshall's Store at Nanton, Alberta.

The Store Opening.

When the store was first opened Mr. Mills featured four special bargains, a limited number being sold at a price below cost each day for the first week. For instance, one of the bargains was a well known handsaw, 20 of which were sold at a special cut price each day. Ten dozen saws were thus sold at a small loss which was charged to advertising and any buyer if he asked for a saw the following week, or after 20 had been sold any day day the first week, had to pay the regular price.

These bargain sales the first week were merely to make the store known and, once established, Mr. Mills believe in building a reputation upon quality rather than low prices. Hardware is sold on a small margin in Hamilton anyway, owing to several reasons, the fact that it is a hardware manufacturing city, stocks being easily replaced and the fact that a wholesale house conducts a retail department being important factors in keeping prices down.

FINE ALBERTA STORE.

Six years ago Charles H. Marshall moved from Comber, Ont., where he had been conducting a flour mill, to Nanton, Southern Alberta, where he established a hardware and furniture store, also doing an implement business. With one store as opposition he did about $15,000 business in hardware

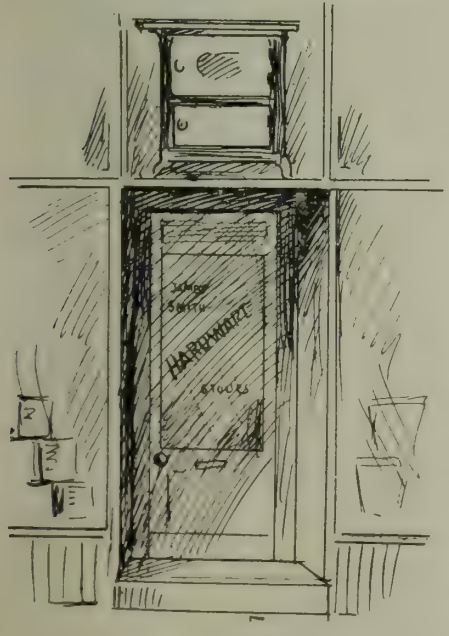
in 1904 and in 1909, with three in opposition, his hardware turnover was $33,000. During the six years about half of his business has been credit, but only $450 has had to be written off his books for bad debts. A discount of 5 per cent. is given for cash (or monthly) payment on hardware and 10 per cent. on furniture.

Nanton is a town of 1,000 population yet more money orders were issued there last year than in cities like Belleville, Woodstock, Chatham or Windsor in Ontario, so it will be seen that there is a considerable mail order business. Yet Mr. Marshall says it does not affect hardware materially as local merchants buy in car lots, while the mail order houses have to pay local freight on small shipments.

Mr. Marshall is postmaster of Nanton and secretary-treasurer of the school district, but the postoffice is in a separate building. His store is 52x70 feet, half of the second floor being used for storage and half for lodge meetings. The wide frontage gives two very large windows, the entrances for the two stores and to the upstairs, being all in the centre. The interior of the store, as will be seen, is well fitted up, the counters and shelving having been supplied by the Weir Wardrobe Co., Mt. Forest, Ont. An elevator and four Bowser oil tanks, with store ladders on both walls, are included in the store rquipment. Two silent salesmen for tools, cutlery, etc., are located in front of the shelving, lamps being displayed above. Paints are located at the rear of the store. On the opposite side to the rear is a good sized office, and in front of this is a double row of ranges, enamelware and tinware on the shelving, with several heaters near the front.

NOVEL MEANS OF DISPLAY.

Maxwell & Johnson, plumbers and steamfitters, 353 Queen Street west, Toronto, utilize the space above the entrance to their store for the display of a gas range as shown in the accompanying sketch. The space in front of the fan light over the door would be wasted in any case and by their plan they have a permanent display which is lighted up at night and draws attention to the stock of gas ranges.



Display Above Doorway.

This form of utilizing the window for a double display has been adopted by J. L. Vokes & Sons, 68 King street west, and in the fine new store of the Gurney Oxford Stove & Furnace Co., 740 Yonge street, in both of these cases, however, the double display being carried across the whole store front. The Vokes windows are utilized to display fireplaces, mantels and refrigerators, while the Gurney display is confiened to various styles of stoves and ranges.

Purdy & Mansell, master plumbers, 63 Albert street, also have a double display, enamelware, etc., being shown in the usual window space, while small wares such as brass goods, fittings, etc., are shown on a platform constructed inside the basement at about sidewalk level.

Westwood Bros., hardware and stove merchants, 633 Queen street west, make a specialty of gas ranges and adopt a novel means to attract the attention of customers to their leader in this line. Inside the door they have a man's glove stuffed to resemble a hand, the hand and a sign, "There it is," pointing at a gas range connected up for demonstration purposes. The hand is weighted and attached to the door by the two cords on pulleys. When the door opens the hand lowers and confronts the customer, drawing his attention to the range and giving the salesman an excuse to start talking gas ranges. When the door is closed the hand is out of the way.

BIG STORE IN ONTARIO.

Dunlop & Company, whose store at Pembroke, Ont., was destroyed by fire in April, 1909, occupied their new premises in October last, the new building being 57x70 feet, three stories high, with a two-storey extension 18x26, used for a shipping room. A tin shop building in the rear is also two stories, 24x85 feet.

Dunlop & Co. do a jobbing business in their own district, their specialty being lumbermen's supplies. They use all the space in the buildings referred to, the bottom floor being for their retail stock, while part of the second floor is also used for a stove sales room. There is also a plumbing display room 18x26 feet, the rest of the main building being used for warehouse purposes.



Dunlop & Company's Large New Build ing at Pembroke, Ont.

The building is fireproof throughout. metal sashes, ceilings and cornices, cement sills, concrete floors being used. The oil stock is also kept fireproof by the use of a battery of seventeen Bowser pumps and tanks, the latter being kept in a separate oil house with underground gasolene tanks. There are both passenger and freight elevators in the main building.

The bottom floor of the tinshop building is used for plumbing supplies, etc., while the tin and plumbing workroom is upstairs.

SOUTHERN MANITOBA STORE.

Campbell & Ferguson, Melita, with branches at Eloa and Cameron, also have the fine branch store at Waskada, Man., shown in the accompanying picture, the floor plan being also shown in a sketch. The store is 28x90 feet, built of brick, with metal ceiling and handsomely equipped with oak shelving, this, along with the silent salesmen and counters being supplied by the Walker Bin Co., Berlin, Ont.

W. K. Cherry, manager of the Waskada branch, who is seen in the picture leaning on the silent salesman, is justly proud of the equipment and claims that the cutlery cabinet, not shown in the picture, and the gun cabinet farther back, are the best he has seen in any store. Both are covered with glass to keep the stock in good order, while the



Campbell & Ferguson's Branch Store at Waskada, Manitoba.

gun cabinet, which is 8 feet wide, has five shelves on each side of the case, each holding 500 rounds of shot gun shells. By this plan the customer has both guns and ammunition before his eyes when purchasing. A tool case is located just behind the gun cabinet, and on the opposite wall in the centre of a display of enamelware and paints is a case holding wire goods hanging on hooks. The back is covered with green cloth and the front is not filled in.

As the sketch shows, there are two fine windows for display purposes, while at the back, behind glass partitions, are good-sized office and shipping rooms. Several collapsible stools are also set in front of the counters for the convenience of customers. The width of the store provides good floor space for the display of go-carts, sewing machines, washing machines, churns, refrigerators and stoves.

HE LEARNED SOMETHING.

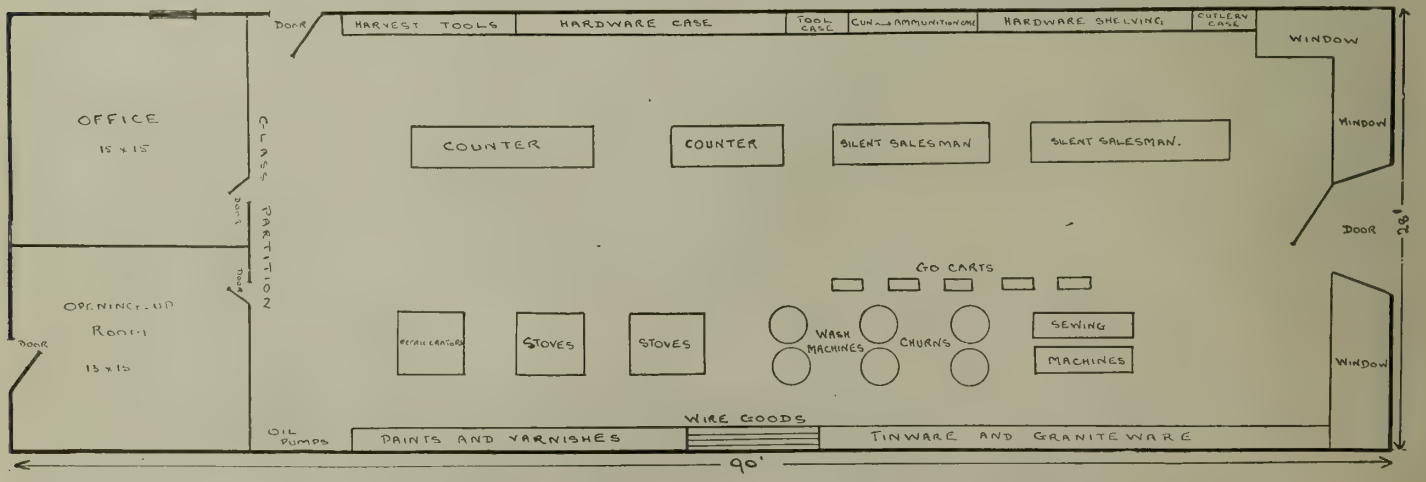
A young hardware dealer makes this suggestive statement:

"At the annual meeting of our state hardware association last year a veteran retailer made a few remarks about how he had succeeded in the sale of washing machines.

"I went home and followed his plan, and the result was that during the next year I sold four times as many machines as in the one that had passed."

INCREASE IN POPULATION.

Immigration into Canada in the past ten years totals 1,445,288 according to statistics contained in a pamphlet to be issued by the department of immigration. The fiscal year recently closed eclipsed all others in volume of immigration, the arrivals numbering 208,794. Of the grand total about 56,500 came from the British Isles; 694,000 from the continent and 497,000 from the United States.



Floor Plan of Campbell & Ferguson's Store at Waskada, Man.

The Art of Selling Hot Air Furnaces

E. H. Roberts, President of the Roberts Heating & Ventilating Company, Argues in the Hardware Trade, That the Getting of a Legitimate Profit Depends Largely on the Ability of the Dealer to Figure Estimates Correctly.

The writer was recently in the office of a real estate dealer who makes a business of building houses for sale, and overheard the dealer explaining to a prospective customer the merits of a certain house. Every important detail of construction was dwelt upon and particular emphasis was laid upon the fact of the house being warmly built.

Instead of being satisfied with this plain statement of the case, however, the real estate man explained just why the method of construction he employed was superior to the ordinary methods and to make this clear, he gave his customer a little lecture on the subject of heat. He told him how both heat and light waves have a forward motion, while sound waves move from side to side—how the velocity of heat waves were retarded more by the difference in density of the mediums through which they pass than by any quality of the mediums themselves and then demonstrated by the use of books and papers on his desk the arrangement of boards and sheathing which he used to create air spaces in the outside partition walls of his house so as to secure the best possible insulation and thus prevent any unnecessary loss of heat from the buildings.

It was a very interesting talk and afterward in response to an inquiry as to whether he usually took that much pains with every customer, he replied that he always made it a point to explain every feature of convenience or superiority of construction in his houses and that his customers seemed to be quite as much influenced by these details as by the matter of price or location. This same real estate man has, by the way, without any assistance, sold sixty-seven houses within the last two years and his average profit is somewhere in the neighhood of $500 on each house.

Thorough Knowledge Essential.

This instance simply shows how essential to any salesman is a thorough knowledge of everything that pertains to the article he is selling. One of the most successful cutlery salesmen who ever traveled in this country was an old German who could entertain his customers for hours telling them interesting details regarding the manufacturing processes employed at his factory and he also knew the entire history of cutlery making from the days when Damascus alone held the secret of tempering steel, down to the more recent times when Solingen and Sheffield cutlery became known and used the world over.

Another essential qualification, for a furnace salesman particularly, is enthusiasm. The writer once called on a furnace dealer located in one of the large Pacific Coast towns, who was handling a furnace that did not seem at all suitable for the fuel used in that locality and which did not appear to possess any special features which would commend it to the people of that community. Notwithstanding this apparent handicap, however, the dealer was selling six or seven carloads of these furnaces a year, while most of his competitors were having trouble to get rid of a single car. The secret of this dealer's success was not price-cutting, for although the prices prevailing there were, according to the other local dealers, all cut to pieces, even they were compelled to acknowledge that this man always got good, and sometimes fancy prices for his heating plants. Neither was his success due to the quality of the goods sold, or because of any superiority of construction, for as already intimated, the heater he was selling would unhesitatingly be classed as second rate by any competent critic. The dealer himself was so confident and so enthusiastic regarding the furnace, that he actually seemed to be able to impress his customers with the idea that even the most obvious defects were really points of advantage.

Confidence and Enthusiasm Needed.

Of course, it is idle to contend that furnace quality has nothing to do with the selling end of the furnace business, but it is true that confidence and enthusiasm on the part of the salesman will work wonders in moving stock that would otherwise go as slow as the proverbial "molasses in January."

It would be interesting to any student of salesmanship to know definitely what percentage of influence each branch of the art exerts in the consummation of say, one thousand important and representative sales. For example, in the analysis of a certain furnace sale, the results might be tabulated to look something like this:

1. Salesman's argument and explanation of superior features ..... 30 p.c.
2. Salesman's evident knowledge of the heating business.. 10 p.c.
3. Enthusiasm of salesman and his confidence in the heater 10 p.c.
4. Known responsibility of dealer and reliability of manufacturer ..... 15 p.c.
5. Appearance of heater ..... 10 p.c.
6. Recommendations for users.. 5 p.c.
7. Price ..... 10 p.c.
8. General advertising ..... 5 p.c.
9. Miscellaneous ..... 5 p.c.

But successful salesmanship implies more than just the ability to close sales. Each transaction should show a legitimate profit, and many a furnace man who seemed to possess all the other necessary qualifications has fallen down completely, because he has lacked courage to ask what he knew a plant to be worth. In a popular magazine, there recently appeared an article on diet; and to prove that the sense of taste was confined entirely to the organs of the mouth, it cited a case where a tube was introduced into the patient's neck in such a way that the food, being swallowed, would enter the tube and be carried outside the body instead of into the stomach. The patient ate with evident relish, but the food never got into the system and he might have starved to death while in the very act of eating a good square meal.

In much the same position are those dealers who do business without a profit. They get what gratification comes from closing the contracts and transacting the business, but their bank accounts do not benefit from their activity and sooner or later they are compelled to give up the hopeless struggle. Many furnace dealers are ignorant of what the materials for warm air heating actually cost them and yet they do not hesitate to quote prices on complete heating plants, basing their estimates simply on what they have been in the habit of charging for similar work in times past. This is a decidedly dangerous policy and exceedingly unsatis-

RAPID ESTIMATING FOR RESIDENCE WORK.--NET PRICES TO DEALERS.

The following tabulations will obviate much of the drudgery in estimating a furnace installation, and also eliminate the element of chance or guess work. Rules are given in catalogue "M" for ascertaining the size of registers, cold air returns, etc.

NET COST OF WARM AIR RUNS INCLUDING REGISTER, PIPING, ETC.

	To First Floor Only.									For First and Second Floor					2nd Floor Only		
	18 S B. J. Jones	15 S B. J. Jones	14 S B. J. Joints	12x14 B. J. Imp.	10x13 B. J. Imp.	14x18 B. J. Pier	12x15 B. J. Pier	10x18 B. J. Pier	10x12 B. J. Pier	18 S B. J. Jones and 9x12 B. J. Wafer	15 S B. J. Jones and 9x12 B. J. Wafer	11 S B. J. Jones and 9x12 B. J. Wafer	12x14 B. J. Imp. and 9x12 B. J. Wafer	10x13 B. J. Imp. and 9x12 B. J. Wafer	8x10 B. J. Wafer	9x12 B. J. Wafer	10x12 B. J. Wafer
Size of Collar	14"	12"	10"	12"	10"	14"	12"	10"	10"	14"	12"	12"	12"	12"	8"	9"	10"
1st Floor Reg	2 52	2 16	1 98	1 62	1 22	3 04	1 67	1 21	94	2 52	2 16	1 98	1 62	1 22	....	....	....
2nd Floor Reg	....	....	....	....	....	....	....	....	....	.47	.47	.47	.47	.47	.37	.47	.54
Bot.	....	....	....	.70	.63	.63	.34	.28	.25	....	....	....	.77	.70	....	....	....
No. 115 Boot.	.70	.53	.51	.53	.49	....	....	....	....	.77	.58	.58	.58	.64	.28	.35	.42
7½' Pipe W A	1.31	.95	.79	.95	.79	1.31	.95	.79	.79	1.31	.95	.95	.95	.95	.68	.74	.79
2 Elbows W A	.77	.49	.35	.49	.35	.77	.49	.35	.35	.77	.49	.49	.49	.49	.28	.31	.35
1 W. Air damp	.28	.21	.14	.21	.14	.28	.21	.14	.14	.28	.21	.21	.21	.21	.11	.13	.14
Casing Col 'A'	.21	.17	.14	.17	.14	.21	.17	.14	.14	.21	.17	.17	.17	.17	.11	.13	.14
Sqt Wall Stack																	
10¹3¼" x 12"	...	....	....	....	....	....	....	....	....	1.19	1.19	1.19	1.19	1.19	....	....	....
12½13¼" x 10"	...	....	....	....	....	....	....	....	....	....	....	....	....	....	1.31	....	....
12½13¼" x 12"	....	....	....	....	....	....	....	....	....	....	....	....	....	....	....	1.49	....
12½13¼" x 14"	....	....	....	....	....	....	....	....	....	....	....	....	....	....	....	....	1.66
1 Base No. 118	....	....	....	....	....	....	....	....	....	.35	.35	.35	.35	.35	.32	.35	.42
Total, Net	$5 79	$4 51	$3 91	$4 67	$3 76	$6 24	$3 83	$2 91	$2 61	$7 87	$6 57	$6 37	$6 80	$6 29	$3 46	$3 97	$4 46

NET COST OF COLD AIR RETURNS

	12x15 B. J. Face	14x18 B. J. Face	16x20 B. J. Face	18x21 B. J. Face	20x24 B. J. Face
Collar	12"	14"	16"	18"	20"
Price of Face	.58	.81	1.10	1.40	1.55
Box	.53	.70	....	....	...
Flanged Col.	....	....	.53	.60	.67
10¹3x18 Pipe	2.24	2.45	2.80	3.15	3.50
2 " Elbows	98	1.26	1.68	2.10	2.52
1 Shoe	.88	1.05	1.40	1.75	2 10
Total, Net	$5.21	6 27	7.51	9 00	10.34

NOTE.—Select from the table the Warm Air Runs and Cold Air Returns required for the installation, to which add the net cost of Furnace, Casing (or covering bars for brick set), Foundation, Carpenter and Mason Work, Labor (furnace man and helper), Freight and Cartage, Asbestos Paper, Smoke Pipe, Elbows and Dampers, Extra for Plated Finish (if required), Profit, Electric Heat Regulator (if desired).

factory. If the dealer hasn't sufficient time to lay out the plant and make an estimate of cost, he had much better send the plans to some reliable manufacturer with whom he is doing business, or with whom he wishes to do business, and have the heating lay out and estimate made up by an expert in that line. In fact, this method is usually the safest and best way for the ordinary dealer who has a hundred other matters to look after and who simply cannot give the time and attention to his heating business that it deserves.

A Table That Saves Work.

For those who wish to estimate their own work the following table will be found to save a vast amount of detail work and at the same time will insure approximately correct results :

To show how the information given in this table can be applied in estimating any house job, we will suppose that the building to be heated is 28x32, with four rooms on first floor and four rooms on second. The second floor rooms are directly over the first, so only four basement runs are necessary. Figuring the furnace and casings at $85, the dealer's estimate will be substantially as follows :

Furnace and casings	$85.00
Four complete runs to first and second floors, with registers, etc., at $6.57 each	26.28
Two 16 in. cold air runs at $7.51 each	$15.02
One 12 in. cold air run.. 5.21 (Cold air runs complete with cold air elbows, flange collars, etc.)	20.23
Freight on materials	10.00
Labor installing	15.00
Incidentals	5.00
Total cost	$161.51

Objections to Furnace Heating Answered

Complaints Commonly Heard Summarized by R. S. Thompson in the Metal Worker—Good Installation Means Satisfaction for Both Customer and Contractor.

Although scientific men are pretty well agreed that the best method of heating a building is by the continued inflow of air which has been previously warmed, the ordinary "hot-air furnace" has fallen into bad repute, and many have reached the conclusion that it has nothing to recommend it but the low cost of instalation.

The objections most commonly urged against the "hot-air furnace" are :

(a) The air in the house is stuffy and unpleasant.
(b) There are often some rooms which the furnace will not heat.
(c) During high winds it is often impossible to heat the rooms on the windward side of the house.

No candid investigator can deny that these objections are often well founded. It is worth while to consider the causes of these conditions, so we may know whether they are the necessary result of the system of heating with warm air, and therefore cannot be avoided where that system is used or whether they arise from defects in the construction of the furnace or method of instalation, and can therefore be avoided by scientific treatment of the problem.

The stuffy and unpleasant air so common in furnace-heated houses is due :

(a) To the use of overheated air.
(b) To an overheated furnace.
(c) To improper arrangement of the floor registers.
(d) To lack of ventilation in the basement.

Overheated Air.

In the use of warm air a room is heated by pouring in air which has been previously warmed and forcing out the cold air already in the room. The amount of air which can be sent in depends on the amount that can escape. In the instalation of the ordinary "hot-air furnace" no provision is made for the escape of air from the room, the sole dependence being on the outward leakage through walls and around windows. This outward leakage is often insufficient to allow the admission of the quantity of air required to heat the room, if the air admitted be at a moderate temperature. The higher the temperature of the air introduced, the less is it necessary to use. One cubic foot of air at 420 deg. has as much heating power as 5 cu. ft. at 140 deg. Consequently when the quantity of air which can be used is reduced by lack of outlet, the temperature has to be increased and this leads to the use of overheated air.

But to heat air to a high temperature injures its quality only by the partial carbonization of the particles of organic dust which it always contains, and this is what renders warmed rooms stuffy and unpleasant. This cause of bad air can therefore be overcome by providing a proper outlet, so that a sufficient quantity of air can be used to avoid the necessity for overheating.

Overheated Furnace Problem.

Many "hot-air furnaces" are installed which have not sufficient heating surface to heat the required amount of air, even to a moderate temperature, unless the furnace is itself overheated. The power of a furnace to communicate heat to the air is determined by multiplying the heated surface by the temperature of that surface. One square foot of surface at 1,000 deg. will, roughly, heat as much air as 2 sq. ft. at 500 deg. Consequently a furnace having but 40 sq. ft. of heating surface, in order to heat as much air as one having 80 sq. ft. of surface, will have to be made practically twice as hot. But air is always injured in quality and rendered stuffy and unpleasant by passing over overheated metal.

The desire for cheapness and the practice of letting heating contracts to the lowest bidder, regardless of all other considerations, have resulted in the instalation of many furnaces with an amount of heating surface so small that in order to do the work they have to be kept red hot, even in ordinary weather. This cause of bad air can therefore be overcome by the use of furnaces having a sufficient amount of heating surface.

Arrangement of Registers.

The common first floor register is responsible for much bad air in furnace-heated houses. The register is placed in a tin box in the floor ; under this is a round elbow, from which a sloping pipe leads to the furnace. Much dirt, mostly organic, falls through the register. The vibrations of the building cause this dirt to work down along the sloping pipe till it reaches the furnace casing, where much of it falls on the top of the furnace. There it bakes, giving off unpleasant odors and sometimes harmful gases. This cause of bad air can therefore be overcome by providing such registers with traps, which will prevent the dirt which falls through the register from reaching the furnace, and by the furnaceman advocating the cleaning of the pipes whenever the house cleaning is done.

Unventilated Basement a Factor.

In the ordinary furnace-heated house little attention is paid to the condition of the air in the basement. The air supplied to the furnace is carried through a duct, either from the outside or from the hall. There is no circulation or change of air in the basement. It is kept warm by the furnace and damp by the walls. It is practically stagnant. A body of warm, damp, stagnant air is as certain to become foul as a body of warm, stagnant water. Cellar air is supposed to be bad air, which must not be allowed to enter the house. Cellar air very often is bad air, but it cannot be prevented from entering the house.

Under the law of the diffusion of gases the air in the cellar will surely be diffused through the entire house, and no matter how pure may be the air supplied to the house, bad air in the cellar will contaminate it all. You might as well expect to have a safe building erected on an unsound foundation as to have pure air in a house over a cellar full of foul air. The remedy for bad air arising from this cause is to have pure air in the basement, which can be accomplished by having the air in the basement in constant circulation and constantly changed.

It will be seen, therefore, that as all the causes of stuffy, unpleasant air in furnace-heated houses are preventable, that this is not a necessary result of the system of heating with warm air.

Causes of Unheated Rooms.

A warm-air furnace is simply an apparatus for heating air. No matter how good the furnace, how perfect its construction, it can do nothing more than heat the air. The delivery of the air to the rooms to be supplied depends on the conduits provided. A furnace without proper conduits for delivering the air to a house can no more heat that house than a pumping station without water mains can supply a city with water.

To provide the proper conduits for the delivery to the rooms of the air

which has been heated by the furnace requires a knowledge of the amount that will be required for each room, and the size and form of the conduit which will, under the conditions existing, deliver that amount. The shape of the conduit, the form of connections, the point where it will be most effectively delivered into the room will all make a difference, and require both scientific and practical knowledge to determine.

In many furnace-heated houses no attention whatever has been paid to this matter. It is very common for a man in building a house to specify that the general contractor shall have it "piped for a furnace." The contractor gives the order to the tinner who will do it the cheapest, regardless of his knowledge or lack of knowledge of the principles involved. The pipes are put in wherever they can be put with the least trouble, and often of sizes entirely too small to carry the volume of air required. They frequently contain bends and angles which will practically stop all flow of air through them. This is the reason that in many "furnace heated" houses there are rooms which cannot be heated.

The remedy is to have the plan for the entire system prepared by a competent engineer, and put in under proper supervision. It will be seen, therefore, that as the cause of unheated rooms in "furnace-heated" houses is preventable, that this trouble is not a necessary result of the system of heating with warm air.

Trouble From Wind.

The trouble in heating rooms on the windward side of a house, where warm air is used, is due usually to neglect to provide an outlet for the air in the room. As already explained, the amount of air that can be sent into the room from the furnace is absolutely limited to the amount that can escape. The usual dependence for the escape of air from a room is on the outward leakage through walls and around windows, and this dependence invites failure. A high wind blowing against the outside of a room prevents this leakage, and so stops the inflow of air from the furnace. It is clear that positive provisions for the escape of air are necessary to avoid failure to heat a room. This trouble can be remedied by providing an outlet for the air independent of the leakage. As this trouble is preventable, it is not a necessary result of the system of heating with warm air.

And as it has been shown that all the objections commonly urged against the system of heating with warm air are due either to faulty construction of the furnace or to faulty installation, it is evident that the system itself is free from these objections and they cannot be urged against it, but only against faults in construction and instalation of apparatus for its use.

Problem of Adjusting Railway Freight Claims

Railways Claim That Merchants do Not Use Judgment in Making Claims—Takes Time to Investigate—A Standardized Form Suggested.

For many years the freight claims problem has been a grievous one in Western Canada. There are several reasons why it has been so and the blame cannot be wholly laid on the railways, as has so often been the case. It is true the railways have been slow in making settlements, but delays have never meant that the transportation companies have ignored claims. It can be reasonably asserted that the railways out of sheer business policy have always endeavored to make satisfactory adjustment for claims.

This was made clear at the Board of Trade convention held at Saskatoon a year ago, when W. B. Lanigan, assistant freight traffic manager of the C. P. R., stated that no railway could afford to be arbitrary with any community. They were in business to sell freight transportation, the same as a merchant sells merchandise, and it was policy to deal fairly with every claimant for damages. Should the public, however, feel that they were being imposed upon, they had a railway commission to which they could appeal, and the railways were always glad to hear from this body as to how they could better serve the public.

Mr. Lanigan said that the freight claims department of the C. P. R. was working overtime trying to make adjustments. He explained that every railway was perfectly justified in making a thorough investigation, and that it took a long time to trace the shipment of an article when it passed through the freight departments of two or more companies' lines. No one railway could assume liability for what other roads may be responsible.

Railway Commission Appealed to.

The resolution to which Mr. Lanigan was speaking, read as follows:

"That the railway commission be requested to instruct railway companies to have their officials settle all bona fide claims speedily, that no rates be collected on shortages in shipments, and that interest be allowed on bona fide claims from date of presentation to the date of payment."

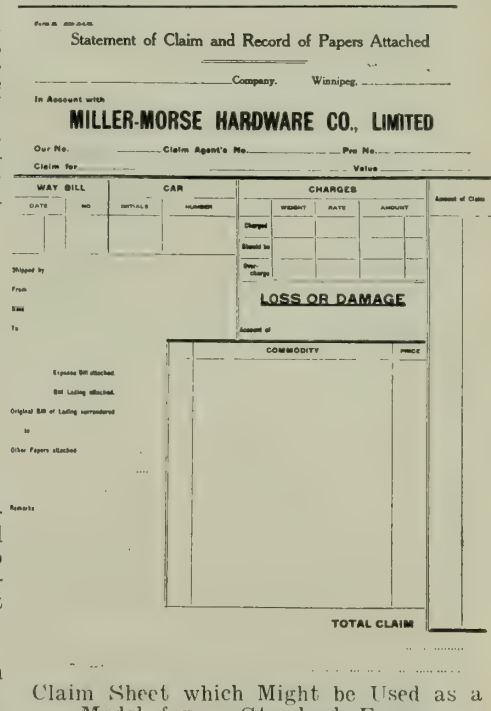
It will be seen from this resolution that the idea was prevalent that all that was necessary was legislation binding the railway companies to make satisfactory and immediate settlements.

It is no doubt gratifying to be able to dictate to the railways through the medium of the railway commission, but legislation which would compel the retail merchants, and those dealing with the railways to submit their claims through the proper medium and in a proper form, would go farther toward solving the problem of freight claims. It must be admitted by those who have looked into the situation that the majority of grievances are due to the delay in presenting claims and the method of presenting them.

The majority of merchants do not seem to know how to make their claims, for they invariably send claims sheets to the head office of the company without dealing directly with the agent at the destination point. If damages or shortages were reported to the agent so that they could be endorsed on his records, it is believed that much of the prevailing difficulties would be eliminated. Another method employed by merchants to receive claims is to put the matter into the hands of the wholesale house to ferret out, and collect.

In every case the matter must be dealt with through the local agent. The merchant has the bill of lading, and the transportation expense sheet. These should be taken to the station agent, and in company with him the damages or shortages investigated. When this is done a proper claim sheet should be prepared and the three sheets attached together and forwarded to the railway officials.

It would be well to have a standardized form of claims sheet for every merchant doing business with the railways. A form suggests what information the railway wishes and makes details more explicit. The claims written by merchants to railway offices are in many cases unintelligible.


Statement of Claim and Record of Papers Attached

Company. Winnipeg.

In Account with

MILLER-MORSE HARDWARE CO., LIMITED

Our No. Claim Agent's No. Pro No.

Claim for Value

WAY BILL CAR CHARGES

DATE NO. INITIALS NUMBER WEIGHT RATE AMOUNT

Amount of Claim

Charges

Shipped by

From

Date

To

LOSS OR DAMAGE

Account of

COMMODITY PRICE

Express Bill attached.

Bill Lading attached.

Original Bill of Lading surrendered to

Other Papers attached

Remarks

TOTAL CLAIM

Claim Sheet which Might be Used as a Model for a Standard Form.

AN EXPENSIVE RANGE.

Kiefer-Haessler Hardware Co., Milwaukee, Wis., recently installed what is perhaps one of the most expensive ranges ever placed in a residence. The range is made with an eight-burner top, three baking and roasting ovens and one broiling oven. The body of the range is constructed throughout of 18 gauge cold rolled charcoal iron, top and corners, and all framework are of angle iron. The doors and hinges, together with breakable parts, are of malleable iron. The range is dressed with ivory tile. The cost of this range, installed, was $555, and was placed in a Wisconsin home.



Legitimate and Fake Advertising



By W. J. SIMPSON, WINNIPEG.

Advertising in the broad sense of the term is summed up in the one word "Information," and any form of publicity that does not convey the desired information to the prospective purchaser is sure to prove a financial loss. I know of no better advice to offer to the writer of advertising copy than to direct him to apply the "information" test to his manuscript before he sends it to his medium of publicity and ask him to remember that all copy is improved by "dispensing with the unnecessary and enlarging upon the essential."

Advertising generally may be divided into two classes—Specific advertising and general publicity.

Specific advertising is the form which announces that a certain article will be sold at a certain time or place for a certain price. This form of advertising is used by the departmental stores with great success as their announcements of to-day specify the goods that they will sell to-morrow and the attention of the public is focussed on comparatively few articles at a stated time.

Specific advertising also includes all proprietary articles sold at a recognized price by many dealers and every merchant uses this form of advertising when he announces the sale of any particular article of merchandise contained in his stock.

It is quite evident, therefore, that any announcement that can be classed as specific advertising cannot be termed "fake" provided, of course, that the merchant is assured that the medium of publicity adopted will reach the class of customers whom he hopes to directly interest.

The other form of advertising—general publicity—is therefore the one that we must look into to discover what we have already designated as fake.

Indirect General Advertising.

We will first eliminate all the good advertising features that the successful merchant adopts but pays for indirectly such as: attractive show windows, clean and bright store premises, stock invitingly displayed, courteous and obliging salespeople, prompt delivery and all the individual attentions that favorably impress the customer and unconsciously make him a walking advertisement for the store.

We must also eliminate all kinds of advertising which the merchant adopts from personal choice or without solicitation from outside sources such as: circular letters, dodgers, store signs, or temporary painted signs used for show cards, etc., or any other form of publicity which he originates on his own initiative.

Every retail merchant finds it necessary to pay for general publicity at certain seasons of the year without being too specific in his announcements. For instance, the dry goods man advises the public that the new spring goods have arrived; the milliner announces that the display of Easter styles is at its height; the hardwareman has everything for a building; the grocer offers seasonable food products; the tailor and haberdasher are proud of their up-to-date stocks and so on.

Announcements of this character are therefore considered as "good business" and when properly placed should be productive of good financial results. It is on this question of proper placing that a great variety of opinion exists.

Favor the Newspaper.

The daily newspaper columns are favored by the great majority of merchants; the billboard receive due attention by many in certain lines of trade; the weekly and society papers are liberally patronized and the results obtained from these mediums are such as place them outside the boundary of the opprobrious term of "fake."

To summarize: I have endeavored to show that specific advertising, store service advertising; personal appeal advertising; newspaper, periodical and billboard advertising are all recognized without doubt as legitimate forms that are more or less remunerative to various classes of business men.

Out of the forms of so-called publicity that are left, we must look for those that may come under the term "fake," and this presents a problem of no little difficulty that is increased by the fact that we have admitted that all forms of publicity have some value be it much or little. I therefore would measure the situation by this rule:

"That when the cost of any form of publicity is such as to preclude any possibility of adequate returns that we are justified in refusing to entertain it."

Now this does not always mean that the proposition is fake because mediums which one man may ridicule may have proved profitable to his neighbor. I take it, however, that the forms we are endeavoring to denounce are those that have some semblance of a "hold-up" in connection with them.

We are all familiar with the canvassers who periodically exploit the hotels and merchants for their own pecuniary benefit. We have all been approached by the solicitor projecting a hotel register, ink-stand, writing table or what not, and have been very plainly told that unless we subscribe (I won't say advertise) to his proposition that the hotel keeper will immediately withdraw his patronage.

Therefore I say that any advertising that is not content to solicit business on the basis of "Value for the money,"

SAMPLE ADS. WANTED.

The Editor of Hardware and Metal requests readers to forward samples of the ads. inserted by them in the local newspapers throughout Canada. Copies of catalogues, circulars or other advertising matter will also be appreciated.

Here are a few extracts from letters received from subscribers regarding this department:

"Your comments act as an incentive to better advertising."—John Fennell & Son, Berlin, Ont.

"I find your page of criticisms of hardware ads. very helpful in writing our ads."—Albert H. Aiken, with R. A. Jelly, Shelburne, Ont.

"We are anxious for suggestions and enclose a sample of our ad. for this week in a local paper here."—Congdon & Marshall, Dunnville, Ont.

"We enclose three of our recent ads. We change three times a week and advertise only one line at a time."—R. Chestnut & Sons, Fredericton, N. B.

but that threatens the customer or uses ulterior motives can very properly be classified as "fake."

Program Publicity.

We have also to deal with what I might term "donation advertising" which includes the various programs, etc., of societies who adopt this means of raising money to finance their concerts or day of sports or some special attraction they are promoting.

This question must be left to the individual merchant to decide because we cannot legislate to prevent these appeals and if the merchant is liable to lose more by a refusal than the expense of accepting he cannot afford to give a refusal, but I think the amount expended should properly be charged to donation account.

The solution of protection against these insinuating forms of fake advertising to my mind is—"Don't patronize them."

If for personal reasons you do not think it wise to take the onus of refusal on your own shoulders place it on the shoulders of the local Merchants' Association or Board of Trade. I suggest that to make this a practical method that a committee of merchants be appointed to pass judgment on all forms of advertising submitted and when a doubtful proposition is made it can be referred to the committee for its approval. A prompt notification by the merchant will place the committee on guard and in a general way I should say that a protest from any of our members ought to be almost enough to warrant the committee in withholding their approval.

Charities and societies which often cause the same feelings of annoyance as are caused by the fake advertising solicitor should be included in the instructions given to your committee who propose to deal with this subject.

Comment and Criticism of Clipped Ads.

Some Excellent Samples of Result Getting Ads. and Some Which are not as Likely to Bring Customers to the Store—Reproductions of .Fifteen Announcements Made by Canadian Hardwaremen.

By Weston Wrigley.

The day of the general advertisement has passed and if a merchant wants his announcements in the local newspaper to bring him trade he must not only change his "copy" regularly but he must tell something specific and tell it in a way that will interest his customer and create a desire for the goods featured.

And in order to do this the price must be quoted and the impression given that splendid value is offered. The average customer wants to have something definite in his (or her) mind before going into a store to make a purchase. Once there the customer might pick up an article from the bargain table or ask to be shown something displayed in the window or show case but to draw to the store the announcement must be specific and frank, without suspicion of any hocus-pocus snare for the unwary.

For instance, take up a modern departmental store ad. and you will notice that considerable space is given to an "editorial talk." If it is fly season time, a practical paragraph or two is given regarding the disease breeding qualities of the fly. Specific information is given and a desire created for screen doors and windows. And the same is done regarding refrigerators, hammocks, gas stoves, vacuum cleaners and other articles.

Congdon & Marshall have, in a measure, adopted this plan in their ad. they starting off with a convincing talk in which paint is featured. Then they carry the idea through their entire ad. rather overdoing it, however, in giving a little too much reading matter on referring to some of the articles featured. Their ad. is easily the best, however, of those reproduced being convincing in every detail, with prices given in plain figures.

A. R. Dundas goes to the other extreme he using only about half the space paid for by Congdon & Marshall, while he features 17 articles as against 14 in the ad. first referred to. Mr. Dundas leaves the picture and price to do the selling, giving the barest information regarding each line, not nearly so much as he would give if talking to a customer over the counter. For instance he wouldn't say: "Bread Maker, special, $2.25." Rather would you overhear him saying: "This bread maker is a great labor saver and every woman I have sold one to has been pleased with her purchase. It is specially well made and is a bargain at $2.25," etc. A 50 or 100 word personal talk under the heading in the Dundas ad. would have improved it materially. With a little more of the personal element in it the ad. would be a model as the cuts are uniform in size and the printer and ad. writer have used good judgment in runnning paragraphs between the rows of cuts.

A third ad. of the same type is that of J. R. Myers, he also featuring 14 "specials." No introductory talk is given but a happy medium is struck in giving more complete information about the goods than Mr. Dundas, while not so much as Congdon & Marshall. In fact he uses only 20 inches to feature his 14 "specials" while Congdon & Marshall use 45 inches to advertise the same number of lines. The greatest weakness in the Myers ad. is its lack of strength at the top.

E. A. Walker & Son, who feature "Hot Weather Hardware," have chosen a splendid heading but evidently their printer was left to set the ad. up as he pleased and he chose the lazy man's way of using the largest type available.

A merchant should not merely write the "copy"—he should give the printer an idea how he wants the ad. set. This ad. for instance, while cuts and explanatory matter would have improved it, could have been neatly arranged in six small panels or paragraphs in the centre with white space around them. Instead of using 24 point type 12 point would have been more effective.

Carter & Bailey have an effective announcement for their new store and the printer has done his work attractively. It is a mistake, however, to feature "price" as the chief argument in salesmanship. Anyone can sell on a "price" basis but it takes a successful merchant to build a business on a "quality" basis. The phrase, "Our prices will be our best salesmen," was probably used without consideration of this point.

Where Criticism is Deserved.

The Battleford Hardware Company's ad. was inserted last spring when fencing and paint were seasonable lines. The reading matter is interesting but the arrangement of the display matter is poor. The word "Hardware" should have been left out and the other display lines centred.

J. J. Metcalfe's ad. is another bad example of the printer's art, it violating most of the rules of modern typography. But the ad. writer is partly to blame by trying to crowd too much into his small space.

"Wanted, 1,000 thoroughbred cows" is a poor heading for a hardware ad. While it may catch the eye of the buyers of milk cans its use savors of deception and the merchant should avoid that. Mr. Karstadt should get far greater results by emphasizing the good qualities of his hand made pails and milk cans. That's a good talking point offering a splendid opportunity for a "quality" talk.

P. Shiell's ad. is good, but it might be better. Surely there are some points about the "Famous" which can be elaborated upon in an effort to interest a

customer. It's easy to say an article is "away ahead of anything on the market" but the customer who hasn't yet come to the store has to "be shown" and the newspaper announcement is to the stove merchant what bait is to the fisherman. If the hook is empty or the bait poor the fish won't bite. Therefore, use good bait.

MacNab Bros.' gasolene stove ad. also contained a picture of the stove, it being an extra space in addition to their regular announcement. On a special line like gasolene stoves an invitation to visit the store and look over the line is more apt to bring results than on a regular line of stoves, with which it is now almost necessary to take the range to the customer—either literally or by a telling description of its merits.

J. Y. Smiley's ad. is too general to be effective. The cut and "Cross purposes" talk are practically waste space and the matter underneath is not calculated to sell goods. "Stoves of all kinds" is not specific. If the whole space had been used to feature the gas or coal range which Mr. Smiley specializes upon he could expect to get some return for the money the ad. cost him.

Second-Hand Sale.

The McMurtry second-hand stove ad. is a good example of a bargain announcement. It is well displayed and prices are quoted, the nature of the goods not calling for a more prominent position for the figures. The "50 per cent. more heat" argument is specific enough to attract attention.

W. H. Turnbull & Son's base burner ad. is a good size for a one-line stove ad. the cut occupying a reasonable space. The impression given is that the base-burner pictured is decidedly popular—and that is a good card to play as the average customer wants something which others have had satisfaction with.

R. Chestnut & Son's refrigerator announcement has been made very attractive by the printer. The lack of an illustration is made up by the rule work but there is almost too much display. If some of the space occupied by the large type above the words "opal glass refrigerators" had been utilized to describe some of the "desirable features" referred to, the selling power of the ad. would have been increased.

Garlock & Westhaver's is another ad. which has not received the best work of either ad. writer or printer. The goods are seasonable but the description given is inadequate and no prices are given. "All sizes and various prices" is altogether too indefinite. The composition is not strong—the type is too commonplace and the display insufficient for the large space. But the chief fault is in the preparation of the copy.

An Adevrtising Plan Suggested.

The National Hardware Bulletin recently made a suggestion which might be adopted to advantage by merchants who have found it difficult to prepare satisfactory copy for their announcements in the local papers. The idea outlined was for the hardwareman to go through his stock and choose ten different specialties which he controls in his locality; the ones that pay a satisfactory profit. Then write the manufacturer and inform him of the plan, and size of the newspaper space asking him to prepare copy for five advertisements with the proper cuts to illustrate, advising him whether it is desired to reach farmer or city trade or both. Also ask him to furnish cards, signs and other material for a window trim, giving the size and ask for suggestions as to how to show the goods effectively. Then make the window displays correspond with the advertising. Bring the articles to the front, have the clerks explain and demonstrate to all who enter the store.

Concentrate your effort, thought, advertising, window display, and selling force. The fifty ads will fill your weekly newspaper for a year, but thought must be given to arranging a schedule for pushing the lines in the proper season.

GIVES TICKETS TO CONCERTS.

Most merchants at one time or another are called upon to take advertising in programs for concerts, amateur performances, and such events. One merchant worked out a scheme which succeeded in satisfying the people who demanded his advertising and worked profitably for himself as well. His method was simply to decline to take advertising in their program, but instead of refusing them all around, promised to furnish their tickets free, providing he could have his advertisement printed thereon. The expense was slight and he figured that if there was any value whatever in such advertising, he got the whole of it. The merits of this plan could be found out by attaching a coupon to these tickets which would on presentation to the merchant be worth so much in trade.

COAL SCUTTLE ADVERTISING.

A unique way of distributing circulars which caused much comment in a certain town in the north-west is good enough to pass on to others.

The hardwareman had decided upon offering as a ten cent. leader a black japanned coal scuttle. He put a large quantity of these in his window and then got out circulars advertising a special sale, which of course, not only spoke of the leader, but gave a list of other attractive values. He gave each of his boys, who were to distribute these circulars, one of the coal scuttles with which to carry them and attached to each scuttle a card lettered prominently with these words: "This is the coal scuttle which Blank's Hardware Store will sell at 10c on Saturday."

TINSHOP TAGS FOR UNIFORM COST.

There are many good features embodied in tags for use in estimating the cost of material and workmanship for the tinshop when there is much trade. These eliminate the danger of under or over-estimating such costs and thus create a means of arriving at an equitable basis for both patron and proprietor. There are many tinshops in which system is an unknown quantity; the workmen simply place a price which they believe to be about right on a piece of work turned out, and that is the end of it.

Sometimes this favors the customer and sometimes the shop owner. These employes think, "Oh, well, it is as broad as it is long, because the boss comes out whole in the end," but this is rather an inconsistent way to regard the methods pursued. If the owner comes out even in the end, some of his patrons are going to be overcharged and others undercharged. While the undercharged ones may be satisfied, a spirit of dissatisfaction is bound to generate in the minds of those who believe they were obliged to pay too much for the work, and, as a result, the owner suffers in the long run through a falling off in business.

The tag should have a place for the name of the owner of the article to be repaired; a blank space for enumerating the nature of the job; blank space for placing the kind and amount of metal used in the work and cost of this material; number of hours work consumed; and incidentals. The tag can then be sent to the office for accurate figuring, and a uniform manner of charging for this class of work can then be installed.

IN BUSINESS FOR PROFIT.

"The time is about here," said a hardware retailer, "when a man handles the staples because he has to, and the profitable special lines because he can make money on them.

"There are a lot of things that I must keep because other people keep them. And there are a lot of other things that I can keep that are not of a make, a grade, and a price known to everybody; and it is on these thing I make my profits.

"I am not in business to see how many dollars' worth of goods I can turn out. I'm in business to see how much I can make on the goods I do turn out."

GOOD - HARDWARE - PRICES



The Best Advertisement

is a satisfied customer. This rule and of advertising Martin Senour paint has been getting better every time it has been said here. In practically EVERY CASE where this paint has been used a purchaser has told us that he is more than satisfied with the appearance of the job that Martin Senour paint is every better than we or anyone else. More than 9/10 this we have yet to find the man who has ever been even satisfied. If he is not satisfied with the best of goods we don't want his money. The man has not come to see us yet [illegible] always stands that we will furnish free all the paint [illegible] and job where it can be shown that Martin Senour paint will not be has been decreased. Besides all this it is the cheapest paint on the market—cheaper than lead and oil mixed by hand. The price is

Two Dollars and Twenty Five Cents per Gallon

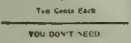
TRANSPLANT YOUR POTTED PLANTS



[illegible] into the garden flower beds. You'll need a Garden Trowel. For the purpose. We have [illegible] Assortment at right price and for [illegible] purpose and have especially [illegible] them at only

Two Cents Each

YOU DON'T NEED



to be without a garden rake if you see our stock and prices. We have [illegible] good serviceable malleable garden rake [illegible] whether or not that we have specially priced at only

Twenty Five Cents Each

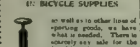
YOU CAN SAVE TIME



and money [illegible] by using [illegible] Garden Tools. There are [illegible] tools and will do their work easily and make a clean hole. They have the best malleable handles and everything steel [illegible] which we can supply extra. These are doing sale are sold at only. The each the customary load we have as low as only

Thirty Five Cents Each

BICYCLE SUPPLIES



as well as to other lines of sporting goods, we have what is needed. There is scarcely any sale for the hand bicycle pump since the foot pump has become reasonable in price. There are [illegible] pumps on sale and we have had them [illegible] for years. We do not sell them [illegible] a year at as we guarantee every pump. We have three kinds and prices range from the down to as only

Fifty Cents Each

HAVE YOU EVER MAD ONE



of these tool cash boxes. If not you have surely many things needed [illegible] of this kind.

Every family has some valuable papers that should be kept in a secure place somewhere that they could be found when wanted and could be easily taken out of danger in case of fire. These boxes have different compartments for keeping papers separate and are [illegible] lined with lock and key. The prices range from $1.50 down to only

Forty Cents Each



Price, $2.50 per square

THERE IS NO TIME LIKE THE PRESENT



to put in that Cistern Pump that your wife has been often needed. It is easy to do the work now. We will put it in pipe to fit any height. Prices of pump as reading from to only $1.30.

ONLY ONE LAWN MOWER



has actually been on stock for the past few days. The sales of our mowers this season have been far beyond what we prophesied for. Not only have we been sold out but orders have been taken and paid for ahead. The is the best testimony as to the quality of the Brockville Mower—the best is the cheapest in the long run. We do not sell them [illegible] a year at as we guarantee every pump. We have three kinds and prices range from $8.00 down to only

Three Dollars and Fifty Cents

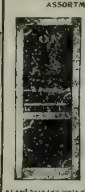
A GOOD SCREW DRIVER AT A LOW PRICE



16 only high quality screw drivers that will stand harder work than any other screw driver regularly sold. The blade is forged from the highest grade of steel and will not turn in the handle. Every Driver is Fitted To Split & Screw Head Specially priced as follows

2 Inch—20c	6 Inch—40c
4 Inch—25c	8 Inch—45c
5 Inch—35c	10 Inch—60c

WE ARE STILL KEEPING THE ASSORTMENT



of SCREEN DOORS as complete as ever. We have had to reorder every few days but we have full [illegible] of all sizes and [illegible] and have [illegible] prices. Prices [illegible] $1.00 to $3.50 each. The doors will be found to [illegible] and when the season is hot and dry. The [illegible] are boost [illegible] the right price.

61 and have two coats of varnish. Price only 90, unfinished [illegible] Other sizes range in proportion to the plain. Letter received of our which we sold complete at 900.

One Dollar Each.

BE SURE YOU ARE RIGHT

[illegible] quality when you buy that [illegible] something of this kind that quality tells. If you want [illegible] friends after they get settled you would like to see you in a useful and prominent position and that it has not lost its infancy We sell silver plate that wears and don't charge any more for it than many dealers do for the poorer kinds.

WE HAVE THE SAME SCYTHE



as we used a season last year. It is commonly said that it is not possible to get a scythe as good as there that were sold years ago when scythes were used so much and had to be good. Well we have got as near that kind as can be made these days. They are made of the best [illegible] can stand, and are warranted to be of uniform temper and to have no defects. You are bound to get a good one. If the one you choose does not give every satisfaction we will gladly exchange it. The price is

One Dollar and Twenty Five Cents Each

A NICE NEAT DOOR SET



gives the proper finish to a door made door We have one hundred and fifty door sets of this pattern designs and finishes. The design is modest so you can see how they look when in place. Prices range from $2.00 down to only

Fifty Cents Each

CONGDON & MARSHALL, Dunnville

HARDWARE

To The Farmer

It will soon be time to fence your farm, and don't wait too long before you buy your wire, there was a scarcity last year, so buy now and be ready as soon as the snow goes. We have on hand a good supply of Lyman's point barb wire, Gladden 2 point barb wire, also Lyman's field and hog fence, the cheapest and best fence on the market.

To those who intend to paint

We have great pleasure in announcing that we have secured the agency for Bluchers famous paints and varnishes, so before you do any painting, call in and we will tell you exactly what your painting will cost you. After you have looked at our color card you will be convinced that they are the finest combination of colors you ever saw, the jaded will please you and we know the price will

THE BATTLEFORD HARDWARE Co.

HARDWARE TINSMITHING

J. J. METCALFE,
The Hardware Man,

HAS ON HAND A FULL LINE OF

IDEAL STOVES
RANGES
AND FURNACES

No better on the market and the prices are reasonable.

We carry a nice assortment of

Lamp Goods, Silverware, Cutlery, & General Hardware.

COAL

We get the pick of the mine, not the "run of the mine." It's a special grade, sorted and separated for special trade, and is clean, solid, free burning and economical. Leave your orders at once. You have paid more for coal not nearly as good

YOUR TRADE SOLICITED.

Fits Home, Eye and Pocket

ELITE WARE Drip Coffee Pots	ELITE WARE Reg. Coffee Pots	ELITE WARE Tea Pots	ELITE WARE Lipped Kettles	ELITE WARE Gas Stove Kettles
50c to $1.50	75 to $1.50	75c to $1.50	75c to $1.50	$1.00 to $1.75

Blue and White Granite Water Pails. Not a cheap Grey Enamel, but A1 goods. Extra special while advertised **37c**

Bread Makers		Cooking Pots Granite Covered	Victor Floor Sifters	Granite Dish Pans
Special $1.13	Special $1.19	Special 50c	Special 89c	Special 50c

Steel Fry Pans, 10 in. diameter, fits No. 9 stove, extra special **10c**

8-Arm Wood Clothes Rack	Sleeve Boards COVERED AND PADDED	Bath Tub Seats Fits any Tub	Dish Mops Heavy Cotton	
Special 89c	Special 89c	Special 45c	Special each 4c	

The Perfect Vacuum Cleaner eats up the dirt. Try one and be convinced. Delivered to your house at 7 a.m. and called for at 6 p.m. Rental $1.00 per day.

A. R. DUNDAS

Carter & Bailey

Moose Jaw's New Hardware Store

has just been opened in the McMillan Block, River St., West. Opposite the Brunswick Hotel, with a

Complete New Stock of Hardware

We cater especially to the farmers trade and make it a point to carry everything he especially requires. Our prices will be found right and the quality of our goods is guaranteed. Our prices will be our best salesmen.

We solicit a share of your patronage.

CARTER & BAILEY

HARDWARE

River Street, West. McMillan Block.

WANTED!

1000 Thoroughbred COWS

To supply milk to 611 L. C. Karstedt's Hand-made Pails and Milk Cans.

Eavetroughing will be furnished at present prices until May 1st, after which there will be an advance.

A full supply of Granite and Tinware always in stock.

Coal Oil--American 15c, Canadian 13c.

TINWARE REPAIRED PROMPTLY

L. C. KARSTEDT

— Tinsmith and Plumber —

DID YOU SEE OUR

New Famous Base Burner?

If not, come in and see it. It is away ahead of anything on the market for heating and saving fuel. : : : : : :

P. SHIELLS, - KINCARDINE

IF YOU WANT A REALLY GOOD

REFRIGERATOR

SEE OUR LINE.

FULL RANGE OF STYLES AND SIZES.

MANY DESIRABLE FEATURES ARE EMBODIED IN THIS SEASON'S GOODS

Opal Glass Refrigerators

Are the most Artistic, most Sanitary, and in every respect the higest grade Refrigerators on the market.

R. Chestnut & Sons.

THE HARDWARE PEOPLE.

You Pay Less Here | **Saturday Savings** | You Save Money Here



special prices on [illegible] stamped Saturday only

[illegible] Fine Traps sold Saturday only each

[illegible] Step Ladders, [illegible] Saturday only each

[illegible] Hammock [illegible] Saturday only each

[illegible] Common Sad Irons [illegible] Saturday only each

[illegible] Flat Irons [illegible] Saturday only

THE BIG HARDWARE STORE

PLUMBING AND HEATING

J. R. MYERS, 99 Ontario Street

HOT WEATHER HARDWARE

Screen doors, all sizes and prices from $1.50

Screen windows, adjustable.

Refrigerators and ice boxes.

Ice Cream Freezers from $1.25

Hammocks from $1.50 to 3.00.

Oil stoves from $1.00 to 13.00

Call and see the New Perfection Blue Flame Oil Cook Stove, it will do all that a Range will and does not heat up the house.

E. A. WALKER & SON

We Don't Ask You to Buy

but we would appreciate a call to explain and show the finish and most up-to-date

GASOLINE STOVE

Absolutely safe and the nearest to natural gas that's ever been devised, at

MACNAB BROS.

COAL HEATERS

SECOND-HAND AND NEW

See Our Windows Watch Our Ad.

"Famous" Base Burners, built with three flues, gives **fifty per cent.** greater circulation of air than a two flue stove, and this practically means **fifty per cent.** more heat from same amount of fuel than can be predicted by ordinary two flue stoves.

This interests you and especially so when we offer for sale one of this number any Base Burner Heater in stock at **wholesale price.** This is your chance of getting a bargain and have first choice

Second-Hand Coal Heaters

We have a number of second hand coal heaters, many of them slightly used and nearly as good as new, ranging in price from $10 to $15 each. These heaters are genuine bargains, being worth double the price to clear out

McMURTRY HARDWARE CO.

East End Opp Railway St West End Opp Iroquois Hotel

Customers are Insisting on the Art Garland Base Burner



The demand this year is larger than ever before, exhausting our supply

But some more arrived yesterday and we are ready to put one of these genuine coal heaters in your home to morrow.

THOUSANDS IN USE

The Highest Standard of Proficiency has been attained in their construction With and without oven Sold on payments Open evenings till 9 Give them a

W. H. Turnbull & Son

AGENTS GARLAND STOVES AND RANGES

Cross Purposes



Whoever guides you here is a friend and should receive thanks. Gratitude comes next when we enable you to buy best Hardware at Lowest Prices.

Smiley's Hardware Store

Just now we are showing the finest range of

Stoves of all Kinds

Ever seen in Aylmer If we can't suit you in Quality, Style and Price re is no use looking further.

Let us show you our Choice Line of Cutlery.

J. Y. SMILEY

HARDWARE

GASOLINE and OIL STOVES

This is the season when every Citizen is thinking of purchasing a GASOLINE or OIL STOVE.

We Have Them In All Sizes and at Various Prices

So we have no difficulty in satisfying our various customers. Don't delay. Now is the time to buy. Come and inspect our stock.

Garlock & Westhaver

HARDWARE MERCHANTS

1st AVENUE PHONE 160 SASKATOON

Sample Advertisements Clipped from 6 Canadian Newspapers or sent in by Subscribers for Criticism.

Mail Order Catalogues in Small Cities and Towns

Good Results Obtained by Systematic Comparative Advertising of Local Prices With Those of Mail Order Houses—How the Plan is Working Out in the West —Competing Against Large City Stores.

By A. M. Bunt, Portage la Prairie.

Catalogues are not issued by merchants in the larger towns and small cities so much for the direct business derived, but principally to hold their own against the ravages of the large city mail order houses. The large city mail order firms have been carrying on a system of education for years in the so-called benefits of mail order buying until not a town, village, hamlet or scarcely a lone shack away on the prairie but receives, regularly, these catalogues.

While all this has been developing into gigantic proportions, the home merchants have not been realizing the great menace, that has been growing up in their midst and sapping the life out of their trade until the expression "I can buy it cheaper at Blanks by mail" has become a common expression.

Now, the great problem that confronts the merchants of the larger towns and smaller cities as well as the village storekeeper is, how this trade may be diverted back to their own stores. It may be obtained by systematic comparative advertising of local prices with mail order houses, but we believe that the plan adopted by some of the more progressive firms by meeting Greek with Greek is a good one, and that is, to publish a catalogue themselves. This plan has a double advantage as it firstly and primarily is good advertising in the immediate vicinity for regular trade. Direct results are shown by the frequency of customers, who come into the store to buy, asking for a certain style or number advertised in the catalogue. Then again, this catalogue goes into the homes side by side with other large city catalogues, and comparison of prices made, and when the goods are found to correspond in value, and in some cases to be of better value, it is safe to say that the benefit is overwhelming in favor of the store that the customer can come to personally and see the goods before purchasing.

Paying Railway Fares.

Then again, a special advantage is given to anyone coming from a distance, as upon their purchasing a certain amount of goods their railway fare is paid both ways, by the firm. For example, customers within a radius of 20 to 30 miles, upon their purchasing goods to the amount of $25; 30 to 45 miles, $37.50; 45 to 60 miles, $50; 60 to 80 miles, $65, will have their railway fare refunded to them.

While this combative work is being carried out in the near vicinity, this store, has been building up a substantial mail order business of its own, which has brought an increasing volume of business. A catalogue of 100 pages is issued every spring and fall. It is well illustrated, a great many of the electros being supplied directly by the manufacturers, the balance being made specially from sketches drawn from the article itself. It is necessary in all cases to have the identical article in stock as illustrated but, should it be sold out, it is the invariable rule to substitute a better article at the same price.

Extensive Advertising.

Buying is made easy, as satisfaction is guaranteed on all goods sold, or money refunded and express charges paid both ways.

Extensive advertising must also be carried on regularly in the best weekly and monthly periodicals, exploiting an exceptionally good value from the cata-



The Unit System of Writing Advertisements.

logue, and also asking readers to send for catalogue.

The list of names to which the catalogues are sent must be frequently and carefully revised, in order to cut out all "dead wood," owing to deaths, removals and lack of purchasing.

In conclusion, my advice to merchants in the smaller cities contemplating the publishing of a catalogue for the express purpose of doing a mail order business alone, is "don't," but, as a means of competing in the local field against the large city mail order houses, there is nothing so effective as a live, up-to-date, well-illustrated catalogue, providing that prices and values are equally as good, or better. It is up to the merchant, who is sitting in his office lamenting over the loss of the great amount of money that leaves his town to go to the city mail order houses, to "get busy," and contrive some definite system of education, by advertising or a catalogue to bring the money to his own till.

MINNESOTA FIRM'S CATALOGUE.

By far the most comprehensive catalogue Hardware and Metal has seen, is a 64, 8 x 11 page book issued by J. W. Thompson & Sons, Hardware Co., Owatonna, Minn., last spring. In the past two years the firm has more than doubled its business through the catalogue advertising and, being so successful themselves in competing with the big Chicago catalogue houses, this year



Front cover of the Thompson catalog.

they devoted several pages to announcements made by other Owatonna merchants, the idea being to eliminate mail order competition in the district as much as possible.

The pages in the catalogue are electrotyped so that as each succeeding year rolls by a larger range of matter can be inserted at very little extra cost. Having such a large number of pages prepared, Thompson & Sons have made an arrangement with their local printers to issue catalogues for other hardware firms



Back Cover of Thompson Catalogue.

in the surrounding country. They supply other dealers with a 34-page catalogue at $55 per thousand, or a 68-page book for $100 per thousand copies. The name on the top of each page is changed, and five pages of original matter are allowed in the smaller book or ten pages in the 68-page catalogue. This enables any hardwareman to get out a large catalogue at a very small cost, but as the sale of some of the lines listed, such as lightning rods, sewing machines, etc., are controlled by Thompson & Sons, they also benefit by jobbing these to the firms for whom catalogues are issued. The provision for several pages of original matter allows each firm to list their own special lines of stoves, etc.

The front and back covers of the catalogue are reproduced herewith, and any Canadian hardwareman wishing to investigate further can secure a copy of the catalogue free by writing for one, Mr. Thompson having authorized Hardware and Metal to make this offer. If any United States stamps are obtainable they might be sent along to cover postage.

ROSSBURN HARDWARE NEWS.

The Rossburn Hardware Co., Rossburn, Man., issued a 12-page and cover catalogue this spring, the pages being about 8 x 11 inches in size. Three of the pages, however, were left blank, two of these being the inside covers and the third the first page, three of the best portions in the book.

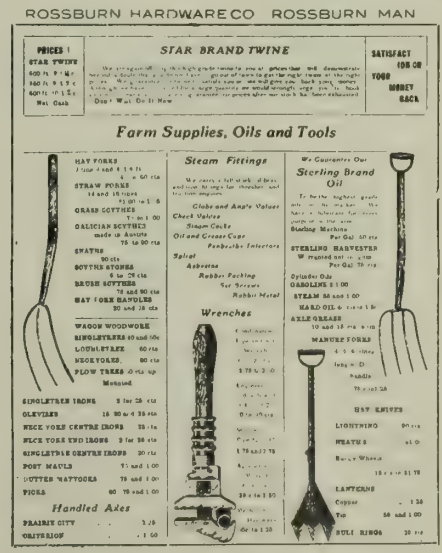
The opening reading matter emphasizes "Satisfaction and Quality," and reads as follows:—

"In offering this, the first issue of "Hardware News," we do so with the hopes of making you better acquainted with the principles, some of the business methods of this firm, and the stock we carry.

"We wish to impress upon you the fact that with every article you purchase from us, our guarantee of satisfaction goes with it, and if it is not what you consider it should be you will always find us willing and pleased to make it right, either by exchanging or returning your money.

"Quality is remembered after price is forgotten. Quality in hardware is absolutely essential, and is as important as price. Hardware is not bought for a season or a year, but if quality is considered first, will give a lifetime of service. We want to meet you a year or five years after you buy an article from us, with the same confidence in the continual satisfactory service, that we had when the articles were sold.

"What you buy here you buy right. We want you to feel that for every dollar you spend here you get your money's worth in goods and the money reinvested in your home town, where it will benefit the many and make this a



Rossburn, Man., Catalogue.

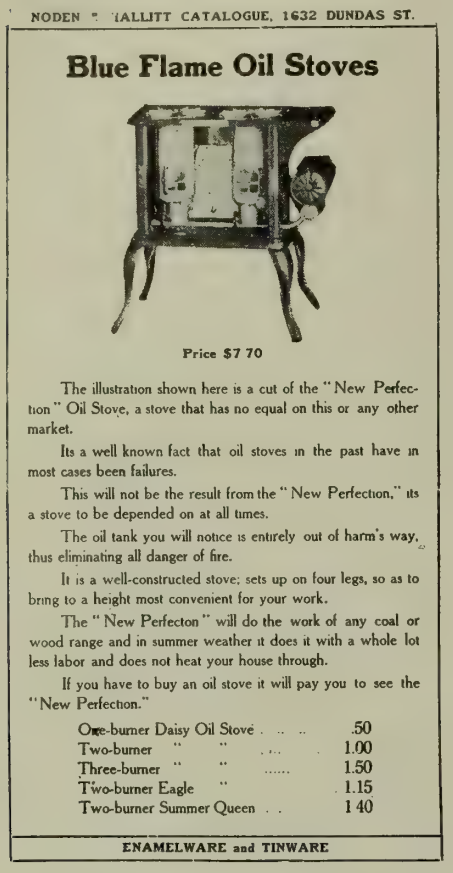
better store, which is for you when the time comes, every now and then, when you might have something without any delay, that only a decent hardware store keeps."

One of the pages of the Rossburn catalogue is reproduced, it being typical of the others, considerable rule work be-

ing done to enclose the pages and divide off the various items. The catalogue is a commendable production and ought to prove a profitable plan of advertising.

CITY FIRM'S CATALOGUE.

Noden & Hallitt, Toronto Junction, now a part of Toronto, have for two years past issued a catalogue, with



NODEN & HALLITT CATALOGUE, 1632 DUNDAS ST.

Blue Flame Oil Stoves

Price $7 70

The illustration shown here is a cut of the "New Perfection" Oil Stove, a stove that has no equal on this or any other market.

Its a well known fact that oil stoves in the past have in most cases been failures.

This will not be the result from the "New Perfection," its a stove to be depended on at all times.

The oil tank you will notice is entirely out of harm's way, thus eliminating all danger of fire.

It is a well-constructed stove; sets up on four legs, so as to bring to a height most convenient for your work.

The "New Perfecton" will do the work of any coal or wood range and in summer weather it does it with a whole lot less labor and does not heat your house through.

If you have to buy an oil stove it will pay you to see the "New Perfection."

One-burner Daisy Oil Stove	.50
Two-burner " "	1.00
Three-burner " "	1.50
Two-burner Eagle "	1.15
Two-burner Summer Queen	1 40

ENAMELWARE and TINWARE

Toronto Junction Catalogue.

pages 4½ x 8 inches in size, the 1910 issue being 16 pages and cover. They also adopt the plan of electrotyping each page, so that the catalogue can be enlarged from year to year.

Toronto Junction, as that section of the city was formerly known, is peopled largely by the families of railway and factory employes, and there is no means of reaching them exeept by paying prohibitive rates for space in the Toronto dailies, or by adopting some special means of advertising. Noden & Hallitt, therefore, issue a sufficient number of catalogues to make a house to house distribution each spring, and state that results have been exceedingly satisfactory, some customers having brought in last year's catalogue to buy goods from this spring.

LARGE ONTARIO CATALOGUE

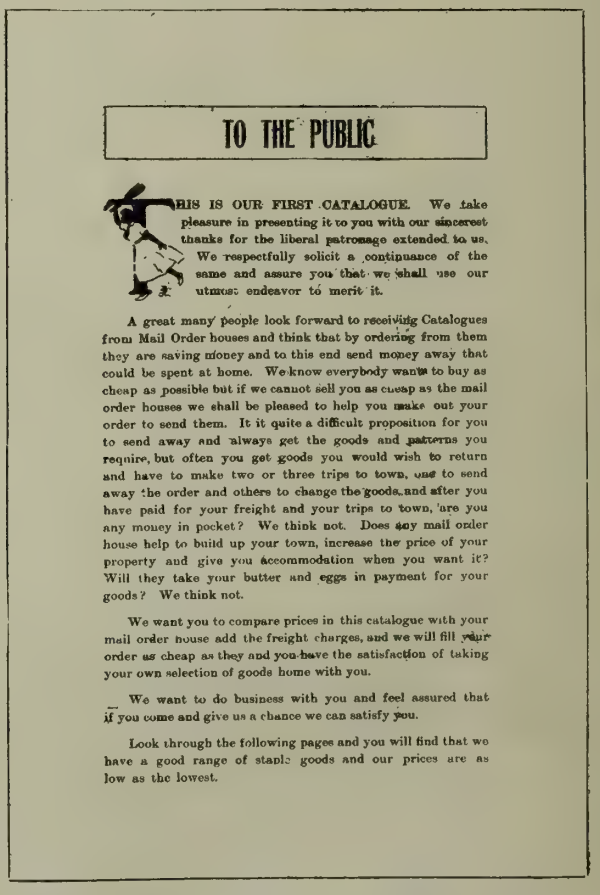
Creeper & Griffin, Owen Sound, who enjoy a reputation for progressive methods of canvassing farmers for business, issued their third annual catalogue this spring, it being a book of 80 pages and cover, the pages being 6 x 8½, and the type set in two columns of newspaper width. On the front cover are portraits of the two hustling young men who comprise the firm. Ample descriptions accompany each illustrated article and prices are given. The printing is done on too rough a surfaced paper to secure good results, while the prices were set in a very light face type. The name and address of the firm appear at the top of each page, and at the bottom there are running comments, varying with nearly every page. The catalogue, taken altogether, is a creditable work, and should be productive of considerable business, as a copy was sent to every householder in the town and farmer in the county.

VALUE OF COVER PAGES.

Another catalogue, the first inside page of which is reproduced came from the store of the Raymore Trading Co., Raymore, Sask. It was well illustrated with fairly modern cuts, the greater number of them being furnished by manufacturers. This firm, like the Rossburn Hardware Co., seems to have failed to realize the value of the cover pages of their catalogue, three of them being left entirely blank. The big mail order stores reserve their best bargains for the back cover, which is about the best place for them.

THE UNIT SYSTEM.

The Associated Stores of America, an organization comprising 6,000 hardware, furniture, house furnishing and novelty stores, has adopted co-operative buying and co-operative advertising as its main features, the latter being based upon the "unit system," which derives its name from the fact that all advertising matter is made up in the form of electrotypes each of which is either a standard unit or a multiple thereof in size. The standard unit adopted for the Associated Stores of America advertising in 2⅛ inches wide and 2¾ inches deep. Advertising sections may be one, two, three, four, etc., units in size depending on the display and the space which the article featured demands. Each electro is mortised for price so that the advertiser fixes his own price, the type being set into the mortise before the printing is done. The unit system gives the merchant all of the benefits of syndicated ad. writing, illustrating, cut making, printing and electrotyping without depriving him of his



TO THE PUBLIC

THIS IS OUR FIRST CATALOGUE. We take pleasure in presenting it to you with our sincerest thanks for the liberal patronage extended to us. We respectfully solicit a continuance of the same and assure you that we shall use our utmost endeavor to merit it.

A great many people look forward to receiving Catalogues from Mail Order houses and think that by ordering from them they are saving money and to this end send money away that could be spent at home. We know everybody wants to buy as cheap as possible but if we cannot sell you as cheap as the mail order houses we shall be pleased to help you make out your order to send them. It it quite a difficult proposition for you to send away and always get the goods and patterns you require, but often you get goods you would wish to return and have to make two or three trips to town, one to send away the order and others to change the goods, and after you have paid for your freight and your trips to town, are you any money in pocket? We think not. Does any mail order house help to build up your town, increase the price of your property and give you accommodation when you want it? Will they take your butter and eggs in payment for your goods? We think not.

We want you to compare prices in this catalogue with your mail order house add the freight charges, and we will fill your order as cheap as they and you have the satisfaction of taking your own selection of goods home with you.

We want to do business with you and feel assured that if you come and give us a chance we can satisfy you.

Look through the following pages and you will find that we have a good range of staple goods and our prices are as low as the lowest.

Introduction in Raymore Trading Co.'s first catalogue.

initiatve as to what he will advertise, or his selling prices. Under this plan the printing of circulars, catalogues, etc., is simplified and members of the organization have their printing done in a very short time, the labor of typesetting having been overcome, the merchant being able to gradually build up a supply of the electros for newspaper or catalogue use.

An example of the unit system is shown in the cut used on page 82 of a page from a catalogue issued by a Georgia hardwareman, referring to which the "Iron-Age-Hardware" says:

"The pages of this hardware catalogue are most attractively arranged. Every article occupies a panel of its own, so that the page is really a collection of complete little ads. This is a most admirable setting as it makes for ease in selection and reading. In all the panels throughout the catalogue Mr. Burney keeps the price and display lines prominent. While each page contains a wealth of information, in no portion is the catalogue crowded. This is due mainly to the panel arrangement and liberal use of white space inside each panel. The descriptions compare favorably with the best mail order talk. The idea in every panel is that of describing the article and then suggesting in what way it will be found most useful.

The illustration also shows how page contrast is secured through the use of panels of varying size. This contrast was observed throughout the catalogue, with the result that no two opposite pages had the same make-up. This eliminates the possibility of the reader tiring, through a sameness of page arrangement—a vital mail order catalogue principle utilized. A detail which has a great deal to do with the excellent appearance of the catalogue, is the use of the same style of type for all the display. Merchants deciding to issue a catalogue should insist on this point if they would secure the best results. Another most important point which should be kept in mind is the use of a complete index. On the second inside cover page in this catalogue appears a complete index. It would have been well at the bottom of each page to put the words, "Complete Index on Page ——."

A BRITISH COLUMBIA CIRCULAR.

McCallum & Co, Cranbrook, B.C., issued a 4-page circular, 8½ x 10½ inches, this spring, which was a novelty inasmuch as it contained only 3 cuts and quoted no prices. It was a series of personal talks on topical hardware subjects, a few of the paragraphs being as follows:—

"We do not ask your pardon, forgiveness, crave your indulgence or apologize for writing this leaflet, or for asking you to read it, if you do read it we are sure we shall both benefit from your patience, if you do not read it—well, we'll never know, so that it won't hurt our feelings at all. We do ask you, however, to wink your eye at all the grammatical errors which will occur so frequently; just remember that the writer is a common or garden hardware clerk; in a few years time, when we have grown into a large manufacturing hardware concern, we'll have an advertising manager with a university education who will doubtless treat you to some high-class literature, in the meantime our only aim is to talk to you of some of the spring and summer hardware necessities that we always have in stock, and we recommend them to you as the best on the market. We believe absolutely in the goods we stock, and that is the reason we sell them."

"Our paint campaign opened on April 28, and we intend to carry on our bustling, boosting, bright and breezy paint campaign for one month, by the end of the month we'll probably all be suffering from "Paintitis" the spring disease of people who are paint boosters. Do you intend to do your share in boosting Cranbrook this year? This is going to be a record year for the "Garden City of East Kootenay," and you can help the good work along by buying a gallon or two of paint and brightening up your premises. What an impression it will make on Sir Wilfrid Laurier this fall when he sees our city looking so bright and prosperous, why we'll get the new Post Office right away, and it will be due to the artistic use of Stephens Paints and Varnishes bought at Mc-McCallum's Hardware."

Lawn mowers, garden hose, watering cans and sprinklers are necessities at this time of the year, when everybody is endeavoring to land the "Best Lawn" prize. We handle only the best Mowers and Hose, and guarantee them. Our Sprinklers are named after the planet "Pluvious," and all you have to do is to turn on the tap to the tune of "Sprinkle, Sprinkle Little Star," and "Pluvious" does the rest.

"Always think of McCallum's when wanting anything in the hardware line, pay us a visit at all times, no matter whether it is a five-cent or a five hundred dollar order, our "Happy" staff of clerks make courtesy their motto, and endeavor to live up to it every minute of the day, we make the prices right and we are after your business; we shall get it. The bee that gathers the honey doesn't hang around the hive, this is our bee, don't be scared you will never be stung."

CANNOT DO WITHOUT IT.

Editor Hardware and Metal,—Please find enclosed postal note for $2, for which send us Hardware and Metal for one year. We are pleased to advise you that we opened in the hardware business in this town on April 1 last. The writer is a former Torontonian, having severed his connection with the Canadian Glass, Mantels & Tiles, on January 15, and Mr. Creighton and I then opened in this new town. We would thank you for your acknowledgement of this and hope to receive the paper as soon as possible.

WEST & CREIGHTON.

Ferintosh, Alberta, June 2.

WE TAKE OFF OUR HAT.

Editor Hardware and Metal, — The writer always has a friendly feeling for Canadians, as he was born in Cumberland, England, and served his apprenticeship to the hardware business at Maryport, in the county of Cumberland, and came to this country in '73, and has been an American citizen since that time, with occasional visits to the Mother Country.

I want to compliment you on your splendid special Spring Number of the Hardware and Metal. We think over here in the United States that our hardware papers are the finest in the civilized world, but as far as your Hardware and Metal Magazine goes, you make the best of them stand up and admire you, because I question if we have a hardware paper in the United States that is its superior, and certainly none better.

The great trouble with the retail hardware dealers, both in the United States and Canada, is that they do not give their business their brains. They do not realize that in order to buy goods cheap enough to compete with the catalogue houses, it is necessary for them to find out where to buy the goods at right, and then to have them bought at the right time, and have them in the store as the seasons progress.

The retail hardware dealer is not as good a merchant as the farmer is a farmer, because the farmer plans his work a season ahead, tests his seed and, as a general thing, attends to his own business.

J. M. THOMPSON.

Owatonna, Minn.

Note.—The writer of the above has been one of the most successful hardware merchants in the Western States in competing with the big Chicago mail order houses, which make that territory their special field of operations. Something is said about his methods on page 83, and many readers will undoubtedly avail themselves of his kind offer to send a copy of his store catalogue to Canadian hardware dealers.—Editor.

WINDOW  DISPLAY

By Wallace H. Jewell

The primary and only object of a store is to sell goods. Any work done in a store that does not effect this object is time and money lost. No retailer will dispute this, yet how many of those who are aware of this very patent fact are wasting a large amount of both by neglecting to study a very vital point: to wit, that the art of displaying goods to sell is not merely a question of showing goods, but of showing them in such a manner as to create sales.

The first line of attack made by a retailer on a possible purchaser's pocketbook is through the window. This must not only arrest attention, but be an illustrative argument as to why the public should patronize the store.

House furnishing goods are for the most part daily necessities. They are practical utilitarian articles meant to be used for ordinary everyday purposes. In showing them, the artistic in arrangement should be subservient to evolving the impression of what good service they can be put to; for example, food choppers shown in conjunction with food stuffs that they had chopped, would bring home more forcibly what they can do, and how well they can do it, than a lot of information on a sign. There's nothing like an ocular demonstration.

It serves no very good purpose to try and represent everything you carry in stock at one time. Make your window display most particularly an exhibit of some one branch of the business. People to-day want a selection. If they are not purchasing in the line exhibited at the moment, they will remember the good choice you offer, and look to you later. They are also more likely to be induced to make inquiry for other goods having gained the impression of a well assorted stock. It pays to leave something to the imagination.

Schedule of Frequent Displays.

Draw up a schedule of frequent seasonable displays, allowing for a change at least every two weeks. You can plan your sorting up of stock with a view to featuring certain items accordingly. Bear in mind when the public get familiar with your showing, your windows' drawing power is lessened. Educate the public to expect to see a new change of front. This stimulates their attention.

Price most everything possible with a good clear sign. Not merely your price leaders, for there are many people who would not enquire, but who will go in and buy if the price is known to them. Let your signs tell their story quick. A busy housewife may be looking for something to help prepare the next meal, and she's got to know all about it in a twinkling.

Take advantage of the excellent window trims, which leading manufacturers supply with their specialties. There are many things of proven worth exploited in this way. By so doing you get the full advantage of the manufacturers' magazine or other advertising campaigns. The public has already been interested through these mediums, and are looking for an opportunity to examine and get acquainted with the article boosted.

This is the age of labor saving devices, and in no field can fuller appreciation be found than in that pertaining to the house. Be one of the first to show up innovations. You will not lack the opportunity to make a sale, if you place a sign in your window, setting forth the



Special Display of Hotel or Restaurant Cooking Utensils.

advantageous claims of the specialties displayed. Don't tell a long story, but state facts, which you have taken the trouble to prove for yourself first.

Seasonable Displays.

At preserving time, run through your stock and note everything you have pertaining to the putting up of preserves. Show them in your window. Prominently display a striking sign:

EVERYTHING
TO MAKE YOUR PRESERVES
A SUCCESS.

or words to that effect.

You will be surprised at the many little extra things the housewife will find she wants, simply because you've suggested the quantity of convenient things there are to be had for the purpose, whereas she would have probably purchased only these things which she was used to, or perchance had been recommended to her. This applies ad infinitum to all the occasions when the housewife is extra taxed with kitchen duties, such as Thanksgiving, Christmas, etc. It is just the time she will look for articles to make her labors less irksome.

In displaying such goods as enamelware, devote the larger part of your window space to items for which there is the most frequent call. See that it is most completely illustrative of wide ranges of sizes in such goods as sauce pots, dish pans, coffee and tea pots, fry pans, etc.; then fill in with other goods to complet the line

Always build on the most salable goods no matter what you show. It is not worth while wasting space on those of infrequent use. You want to get the public inside, and you've got a chance to push the sale of anything you have a mind to, after they enter your doors.

Interior Selling Displays.

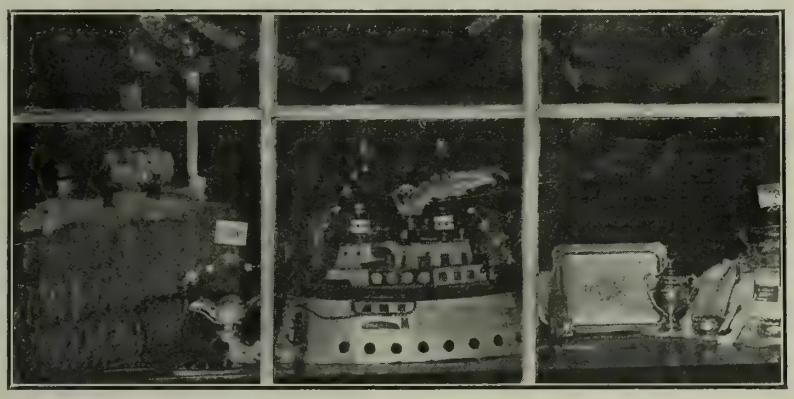
The problem that presents itself with regard to an interior selling display is entirely different from that presented by the window. Our main idea in that case was to induce the public to enter the store for some one article or so; in this case, we seek to interest with the largest amount of goods in the shortest space of time. How will we accomplish it?

All articles of a very bulky character usually displayed on the floor should be represented by samples only, so as to keep the floor space as free as possible to allow moving around. Let your stock be as accessible as possible. All shelves within easy reach become display fixtures, and a customer is likely to be reminded of many things which might otherwise be forgotten.

HOTEL OUTFIT DISPLAY.

McLean, Holt & Co., St. John, N.B., last December made the special hotel or restaurant outfit display shown in the accompanyin picture, the large range and complete outfit of cooking utensils shown being offered for only $125.

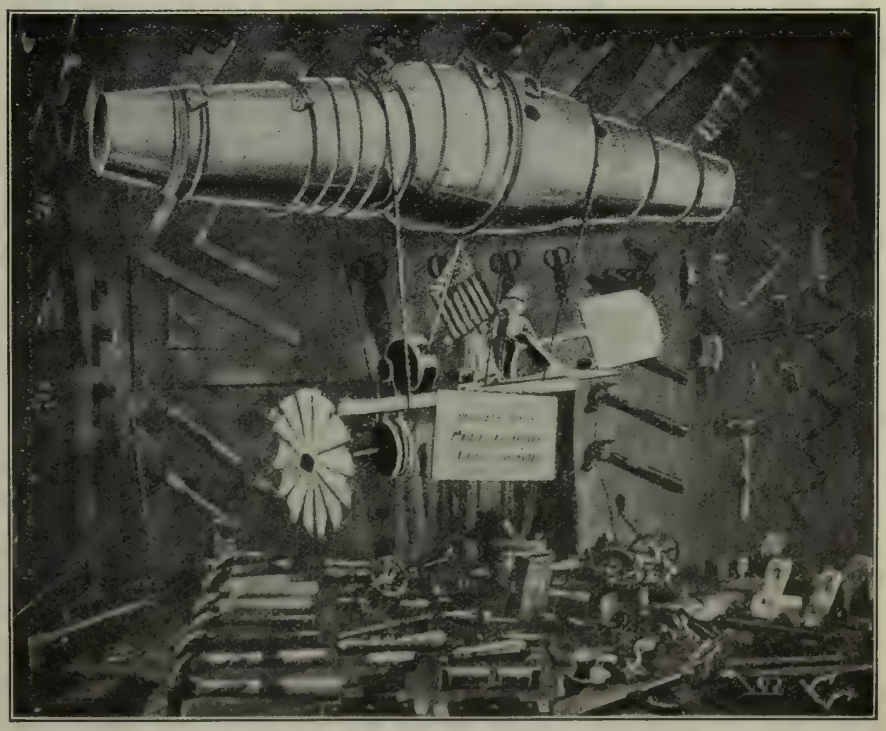
Another Canadian display, showing in minature one of Canada's new navy vessels, was arranged by W. H. Webb, tinsmith for W. D. Cameron, Elgin, Man., last December. The battleship was made of such material as elbows, speaking tubing, strainer wire and chandelier chain, black cloth covered with glass representing the water, while rock face siding represents the fort on the shore.



Battleship Display Shown at Elgin, Man.

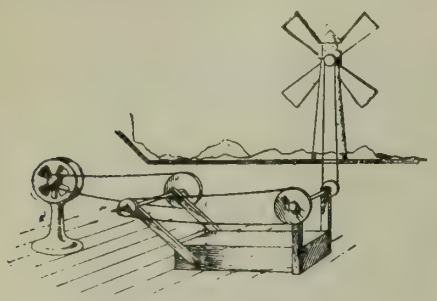
AIRSHIP DISPLAY.

In these days of dirigible airships and flying machines, an airship display is sure to attract attention, especially if it is in motion. The aiship illustrated was arranged by L. L. Young, clerk for the Ruhling Hardware Co., the window being 6 x 8 ft. in size. The airship was suspended from the ceiling by invisible wires wrapped around the body of the measures and pails forming the gas container. This consisted of two 1-bushel measures, two ½-bushel measures, two 10-quart tin pails and two 12-quart galvanized pails. The car was formed by drawing and fastening at each end two yard sticks, between which a common slaw cutter was placed. The propeller was a tin pot cover, cut to produce the necessary effect. The propeller shaft was a ¾ x 10 in. machine bolt, upon which was fastened a wooden hay carrier pulley. The propeller was revolved by a 1-36 h.p. motor attached to the electric window lights. The rudder was a piece of tin, cut to shape and supported by a jointer plain. A flag and two small figures were placed in the car. On the bottom of the window was a neat display of tools.



Mechanical Airship Window Display.

In another mechanical display where a windmill was used, the windmill was run with a gearing, the construction of which is illustrated in the accompanying sketch. An ordinary electric fan was turned into a motor, by removing the fan and substituting a wheel. The gearing was arranged to reduce the speed so that the windmill turned with a fair-



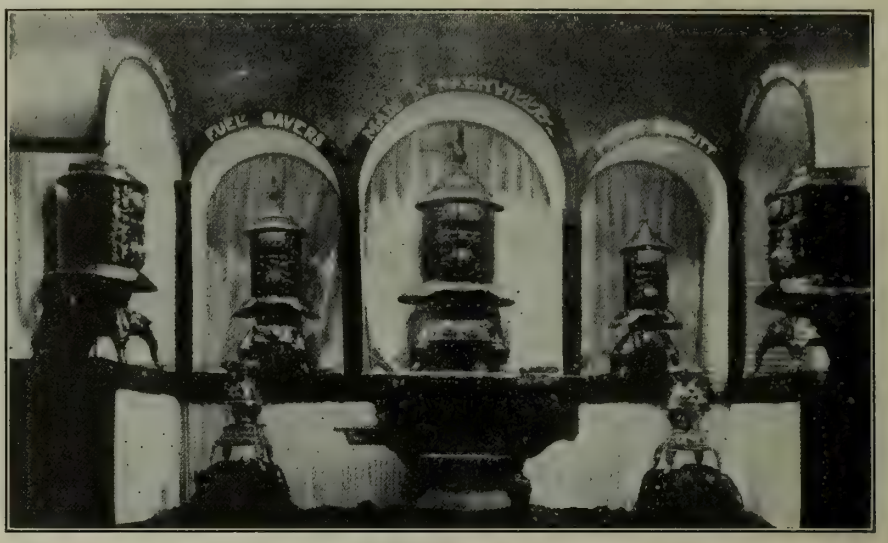
Mechanism of Windmill.

ly slow motion. The device was made of rough pieces of wood; bolts for shafting and wooden wheels with grooves, in which ran the round leather belting. The wheel of a sawmill was actually run by water. This was supplied through a ½-inch rubber hose connected to the main pipe in the cellar under the floor. The water ran down a sheet lead trough into a tank 14 x 24 x 4 in., which was completely concealed. From the tank it ran into a waste pipe. A little moss was arranged here and there along the edge of the trough. The effect was that of a mountain stream emptying into a pool. Near the mill was a rustic bridge, over which a toy train ran by a storage battery. The display drew large crowds both in the daytime and evening. At night the imitation snow sparkled in the red lights, which shone from the mountain houses.

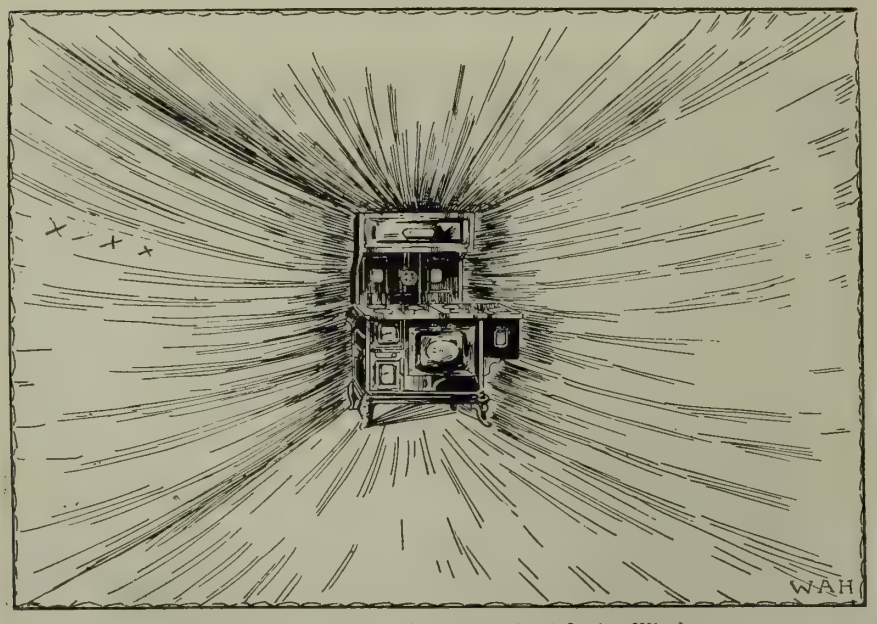
DISPLAY OF STOVES.

A stove display requires some ingenuity on the part of the trimmer in arranging a background to make the goods stand out in such relief that they will attract the greatest amount of attention from passers-by. A stove in itself is not attractive, but if the setting is done properly the interest of the womenfolk will be excited and sales will be possible.

A background of white cheese cloth is best calculated to bring out the contrasts in a stove display, and make it more effective. Two ways of doing this are shown in the accompanying illustrations.



Stove Display in a Window 12 x 5½ Feet in Size.



Focusing Attention Upon one Article in Window.

The cut of the window display of nothing but a single range shows an excellent method of focusing the attention of the passerby upon an object. No one can look at this window without seeing a stove and nothing but a stove. Just one idea will be carried away and that idea will stick. The article is set as far back as possible in the window and cheese cloth or some similar colored material of suitable color is fastened to the sides and top and bottom of the window, and drawn back and fastened behind the range so that it pulls tight around its edges.

The second method is illustrated in the halftone of a window display shown by the Gray & Dudley Hardware Co., Nashville, who used red and white material for their background. The platform on which the five heaters are in position measures 30 inches in height by 30 inches in width on the top surface, the cook stove in the centre, resting on the floor of the window. The front and two end base walls of the platform are merely a frame, pleated with white bunting. Boxes were used behind this with a board on top of same to support the heaters. The arches shown in the photograph are wagon rims, with a straight frame made on to them and pleated with the same material as the base. The back of these arches are white cotton flannel hanging loosely. The arch signs are made of cardboard, red background, white lettering and green scrolling. The black material in the background is red canton flannel the floor being puffed with the same material. The two small heaters shown in the foreground are nickel plated inside and out, they being displayed on empty cartridge cases.

All publicity is not advertising any more than all that grows is grass.

There need be nothing remarkable in your offerings of goods. The way in which they are offered has more to do with the resultant sales than has the actual merit of the goods.

Demonstrations as a Means of Developing Trade

Plans Adopted by Various Firms to Bring Business to the Store —Demonstrations Popular—Special Sales in the Early Fall—Ads. Used by Two Retailers—Selling Stoves on Installments—Form of Lien Note.

In recent years a part of stove trade in some sections has been captured by furniture dealers who have adopted more progressive methods of going after the business than the hardwaremen whose trade they have captured. In these days of changing methods the merchant cannot stand still—he must, if he is to even hold his own, constantly revise his plan of work and adopt innovations which will bring trade to the store.

One of the plans adopted this year by many hardwaremen to interest new customers is the holding of demonstrations of stoves, lighting goods, vacuum cleaners and other household equipment, the showing of goods in practical operation being probably the best way to induce women to buy.

The Jones Hardware Company, Richmond, Indiana, held a demonstration lasting an entire week last April, using a full page in the local paper to advertise it, a feature of the ad. being a programme showing what particular demonstration would be undertaken each morning and afternoon. By varying the programme and announcing it beforehand they attracted customers at certain times and some came to the store every day. In addition to gas and coal ranges fireless cookers, aluminum ware, electric irons, asbestos irons, refrigerators, carpet sweepers, vacuum cleaners, etc., were demonstrated, a sign in the window reading :

This is Woman's Week.

If you are a woman or interested in women, come in and learn and see things which the demand and ingenuity of woman in the art and science of housekeeping has surprised the world in this twentieth century. Come in and keep abreast of the times.

One of the illustrations shows how a corner of the store was set aside for the demonstration, three tables being set with aluminum ware and decorated with white carnations. On one side was a gas range and on the opposite a fireless cooker. So satisfactory was the demonstration that it will be repeated next year.

W. W. Chown & Co., Belleville, held a similar demonstration last spring and secured equally satisfactory results. A young lady who had taken a domestic science course had charge of the arrangements and a large attendance was secured, sales being made and a list of names of probable customers secured to be followed up later. Chown & Company also plan to have young ladies canvass for orders for such lines as asbestos sad irons, etc.

M. Isbister & Son, Saskatoon, had a range demonstration June 20 to 25, a set of enamelware being given away with each range sold.

H. Occomore & Co., Guelph, D. Munn, Ripley, and the St. Mary's Hardware Co., St. Mary's, also held demonstrations during the past year. At a demonstration held by M. Weichel & Son, Elmira, Ont., ten steel ranges and seven or eight other stoves were sold in one week.

The window and the newspaper ad. are important factors in making demonstrations a success by bringing customers to the store. One illustration reproduced shows how a demonstration of oil cooking stoves was featured in a window display. Tables were spread in the window and appetizing dishes prepared by the demonstrator were arranged in an inviting manner on the table.

When holding a demonstration it will also pay to send special invitations to the women customers to visit the store A Rochester firm did this, claiming that a hod of coal would bake a barrel of flour and they secured a big crowd. Their range baked sixteen one and a quarter-pound loaves at one baking with but one change, and that from top to bottom. During the test the fire-pot was but one-quarter full of coal. The bakers, in order to show how the range retained heat through the flue system, baked the last batch of sixteen loaves after the fire was drawn.

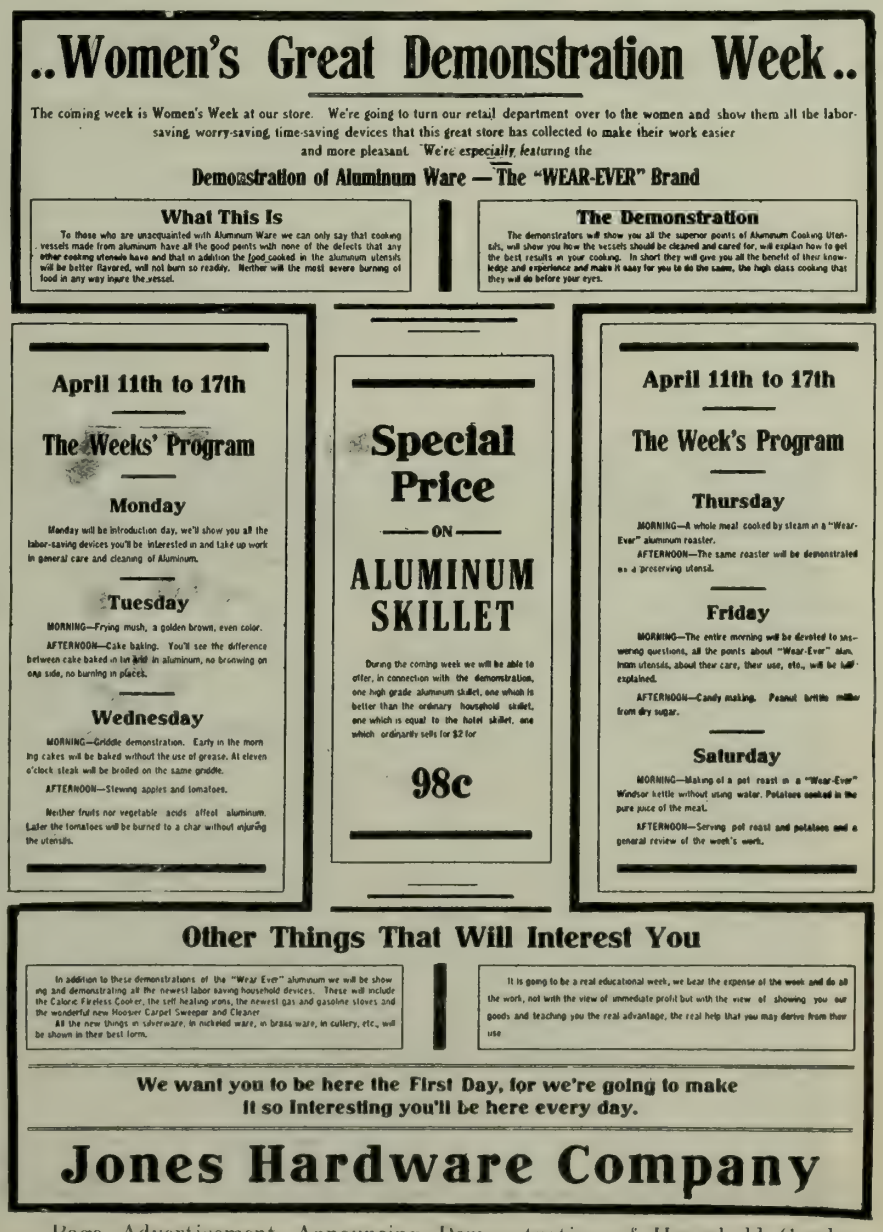
Another way to demonstrate is to buy one of the cheap mail order stoves and put it alongside one of the best ranges you have so it will be handy in showing the difference in construction.

Developing Business in Fall.

Even if a demonstration is not held a "Stove Day" can be advertised and some special inducement offered to draw the people to the store. For instance, a special discount or a set of enamelware can be offered with all cash purchases that day. Or if the day set is in August or early September some special offer can be made to those who will pick out a range or heater on which a small payment is made but which can be stored until it is wanted by the purchaser.

A firm in Ohio offered a $45 baseburner for sale on its "opening day," offers to be made in sealed envelopes and the highest offer to take the stove. No offers were accepted unless made in person at the store.

This firm makes a practice of having a



Page Advertisement Announcing Demonstration of Household Goods.



Window Display Made During Demonstration of Oil Stoves.

stove sale about the first of September. In the last ten days of August, 1908, they sold fourteen baseburners by giving a phonograph with each purchase, and from Sept. 1 to 10, 1910, they offered a half-dozen plated table knives, forks, tea and table spoons, a sugar shell and a butcher knife with every range, 24 ranges being sold as a result. On another occasion they gave half a ton of hard coal with a baseburner and they offered a range free to any couple who would get married in front of the store. No one accepted the latter offer but they got a lot of advertising out of it.

Two Special Ads.

C. W. Conn, Tillsonburg, Ont. whose ad. is reproduced, finding a local stove man going after the stove business, decided to fight his competitor with his own weapon so he cleaned out the space above his store, put in a stock of furniture and got out after business, the "Fall Announcement" being one of his plans for winning trade. It is admirably arranged, the cuts being well balanced and the typography excellent, the display type being all uniform in style. The publication of this ad. in the fall, and the placing of a copy in circular form in the homes of possible customers was a good stroke of work and bound to bring business to the store.

M. Weichel & Son's "fall fair flyer," was printed in very unhandy size of 7 inches wide by 38 inches long but it was calculated to excite interest on account of its unwieldy nature and it is doubtful if any woman who received a copy failed to go through the circular from top to bottom of each column.

Selling on Installment Plan.

Wherever selling stoves on the installment plan has been tried it has produced both good and bad results, depending altogether on the manner in which this business was transacted. Many localities require that this method of making stove sales be resorted to, because the majority of consumers are wage-earners with small salaries, and these patrons cannot often afford to make complete payment when they purchase. So it is up to the retailer if he wishes to secure his share of their business to accede somewhat to their wishes or, otherwise, his competitor, provided he is financially able to stand these running accounts, will secure a larger proportion of sales.

Thus, in localities where this condition prevails, the dealer should devise a good logical plan on which he can conduct this branch of his business without, however, meeting losses that are sure to result unless great care is observed. It is always good policy to investigate thoroughly the status of a prospective installment customer before selling him, and this includes the matter of ascer-

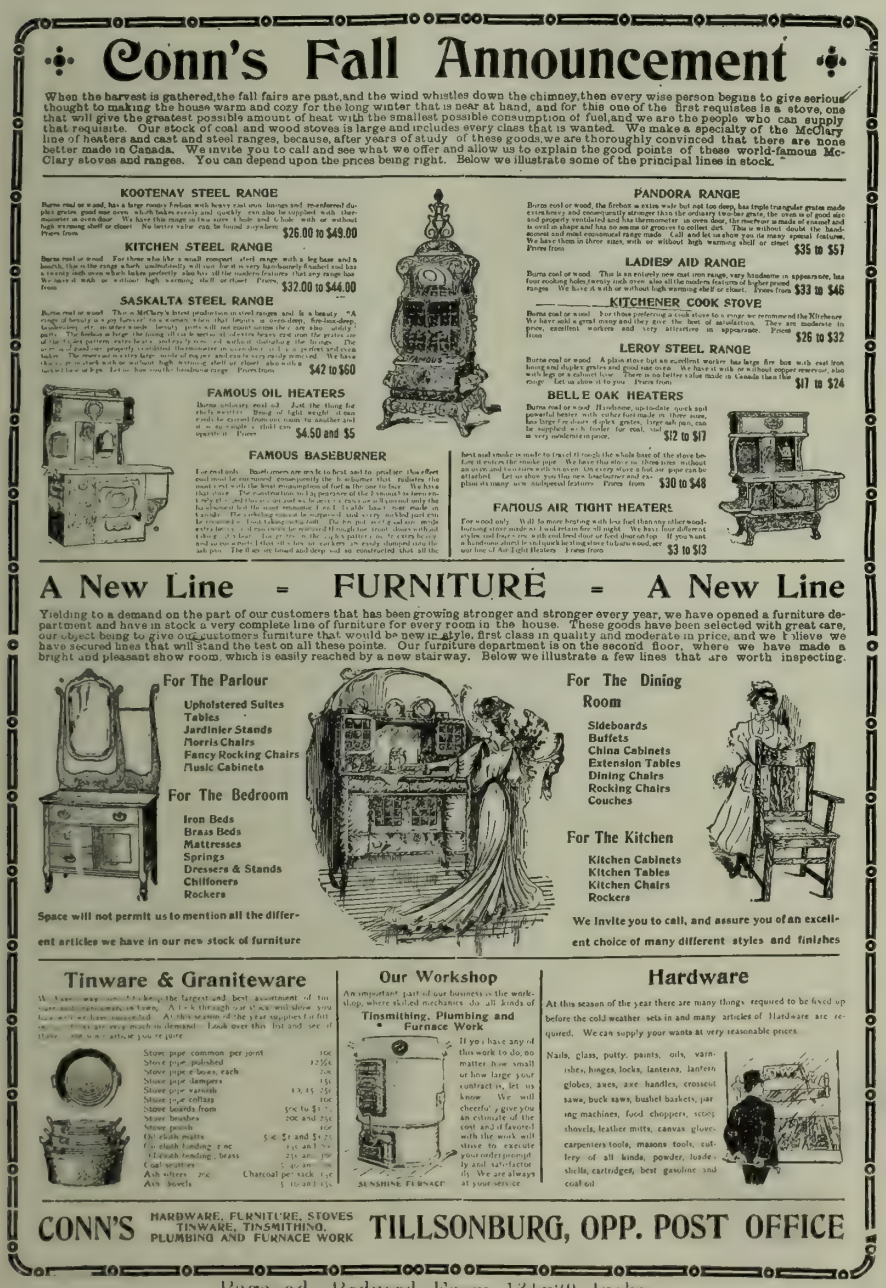


Section of Store Devoted to Demonstr ation During the "Women's Week."

taining what his past reputation has been, whether he now holds a permanent position, are his present habits good, is he married—unmarried men should have no excuse for plunging into debt for such articles,—is he in debt, and does he possess a saving disposition? These elements enter into the practical inquiry of any one who wishes to obtain credit and unless the answers are positive the merchant could better afford to let the business go.

When such a patron requests the hardware merchant to sell him a stove on is advisable to have an endorser for these notes and he should always be some man of sound financial standing in that particular locality. This will serve as a safeguard, in case the party to whom the stove is sold proves to be irresponsible, and the retailer will then suffer no loss.

In some places dealers secure the employer of such a person as an indorser and, if payment is not made when due, the man who goes on his note usually adopts drastic measures in seeing that settlement is at once made, such as tak-



Page ad. Reduced From 13½x20 Inches.



Poster Reduced From 7x38 Inches.

the installment basis—providing inquiry reveals the fact that the man complies with all the foregoing questions—this customer should always be required to make a certain payment down before the article is delivered. At the time this agreement is made, also, the retailer should compel the customer to sign notes for a certain portion of the remaining amount, one of these to be due on the next following pay days. If possible it ing the amount from the man's next salary or by withholding payment until the debtor meets this obligation. It is seldom that a retailer meets with any loss to speak of when such arrangement is made.

Clauses should be inserted in these promissory notes which specify that the stoves shall remain the property of the retailer until total payment is made, as this will insure him against loss if the

purchaser should be unable to fulfill his part of the contract. Several stores have made this arrangement and, being finally obliged to take their product back because the purchaser could not make complete payment, were able to put the product in suitable condition to sell again and thus get the whole of the amount originally charged. Although their loss amounted to something, it was not as great as had they not been able to get the article back from the purchaser.

Rent Agreement Form.

The form of rent agreement adopted by the Ontario Retail Hardware and Stove Dealers' Association last February has met with considerable favor in Ontario and has attracted attention in the United States. The Metal Worker of July 2 reproduces the accompanying form and comments as follows regarding it :

"Men doing a general business with a small capital recognize the necessity of the seller the control of the stove until it was entirely paid. This plan also provided him with power to go to the house where the stove was used and remove it in case the customer showed no disposition to make further payments. Such a method of trading has its advantages and its disadvantages, and both parties to it share in them. However, the careful man is likely to increase the sale of goods by such a plan and make his collections, so that in the end he derives a substantial advantage in the increased price he receives.

"In other instances, the organization of tradesmen have borne the expense of developing some form which could be used to protect the merchant who furnished the stove to the customer. It is much the same as is used in reference to pianos, furniture and other house-furnishing goods. Those who have not already solved the problem of doing installment

Tillsonburg April 5 1910

Rent Agreement with Privilege of Purchase

BETWEEN

Chas W Conn (Merchant) AND James Newlywed

1.—This is to certify that I have this day hired from Chas W Conn and the said Chas W Conn has to me leased for the term of three months with the privilege of further retaining as long as the rent is promptly paid, the following chattels: 1 No 9–18 North Pole range with rear, & high shelf, $45.00; 10 lengths pipe $1.00; 2 elbows, 40¢; 1 collar 10¢; 1 copper boiler, $4.00; 1 copper teakettle, $1.50; 1 dishpan, 25¢; 2 pieplates, 25¢; 1 iron kettle, 75¢; 1 water pail, 30¢; & 2 bakepans, 45¢

valued at $54.00 (Fifty four dollars) for the use of which I agree to pay to the said Chas W Conn $14.00 on delivery and $13.50 per month, payable monthly in advance, and at that rate for any fraction of a month, at the office of the said Chas W. Conn at Tillsonburg

2.—And in consideration of the renting to me of said chattels I hereby agree that they shall be kept at and not be removed from my premises, namely 49 Broadway st., Tillsonburg, Ont without the consent of the said Chas. W Conn first had in writing. I agree to preserve them carefully and that, when returned to or otherwise repossessed by the said Chas W Conn they shall be in as good order as when received by me, ordinary wear from careful use excepted.

3.—In case of any damage to said chattels from any cause other than careful use, I agree to pay to the said Chas. W Conn the amount of the said damage, and in case of the destruction thereof from any cause, to pay the above valuation less any amount of rent which may have been paid.

4.—Provided, however, that these presents are upon the condition that if I shall fail to perform any of my agreements as herein provided, said Chas W. Conn shall have the right without further notice or demand, to take possession of the said chattels and remove the same and for that purpose to enter any place of mine where said Chas W Conn has any reasonable cause to believe the said chattels to be, without being deemed to have done anything wrongful and upon such taking, said term and my right to hold or use such chattels shall cease, but without prejudice to the right of said Chas. W. Conn for arrears of rent, if any, or on account preceding breach of agreement.

I acknowledge receipt of a copy of this agreement (Signed) James Newlywed

5.—I hereby agree that if said James Newlywed continue to hold said chattels and pay rent therefor, on or before the day it is due as herein provided until Four payments have been made, amounting to the valuation aforesaid, said chattels shall become the property of the said James Newlywed but until the completion as aforesaid of said payments, said chattels shall remain the property of the said Chas W Conn

(Signed) Chas W Conn Merchant

Ontario Retail Hardware and Stove Dealers' Association, 1910

Lien Note Used in Selling Stoves on the Installment Plan. Reduced from 8x8 Inches.

making cash sales and can understand giving credit to persons they believe will eventually pay, but neither by their business training nor by their daily work have they the qualifications to make or meet the change required in methods of disposing of goods. In consequence, when it came to selling stoves on the installment plan they did not take up with this method of selling and allowed the business to go to others who were merchants rather than mechanical tradesmen.

"In many large cities the larger concerns have called in to their assistance a lawyer who has devised some mortgage or partial payment plan which gave to business successfully will be interested in the accompanying reproduction of the stove lien note, prepared by a special committee of the Ontario Retail Hardware & Stove Dealers' Association, for the use of its members.

"These notes are furnished in sets of 50, providing an original for the purchaser and a duplicate for the merchant, for the sum of $1 by the secretary at 149 University Avenue, Toronto. The reproduction also shows the method of filling in the form.

"There is an opportunity for the stove dealer to recover much of the business which has gone to the furniture dealers, department stores and the like if he will meet the exigencies of the present condition. He will find, just as the other tradesmen do, that many possible and probable purchasers are prepared to make but a small payment, though they will be ready to enter into an installment plan deal. Then if he is prepared with a stove lien note, similar to that which is illustrated herewith, and is prepared to make the collections and look after this line of business in a manner which will not only protect him, but protect his customer, there is no question that a larger proportion of the stoves made by the stove foundries will again be distributed by the stove dealer."

MEETING COMPETITION OF PEDDLERS.

The success which range peddlers meet with in going from farm to farm and selling high priced ranges which can be duplicated for less money in most hardware stores, has forced hardwaremen in all parts of America to adopt various plans to meet this competition. And where the merchant uses aggressive selling methods there is no doubt about his ability to hold the trade. For instance, range peddlers visited New Liskeard last year and Magladery Bros. report that they never sold more ranges than at the time of their visit.

In Western Canada the range peddlers have been quite active and in several sections merchants and newspaper publishers have co-operated together to influence the farmers to give their trade to the business men who pay taxes and are helping to build up the community.

The Herald, published at Carlyle, Sask., for example, a few weeks ago published an article showing the difference in quality and price between the stoves and ranges in the retailers stocks, and the goods the peddlers were dragging about the country. After giving in detail the weights and measures of the merchants' stoves, the Herald reads :

"These measurements and weights will appeal to every farmer's wife. The price charged for the peddled stove is $82 which includes an outfit of utensils which would cost in any store $7.50, leaving the net price $74.59, whereas an up-to-date range embodying all the latest improvements, bigger, better and heavier can be purchased in any hardware store for from $75 to $85, and the guarantees are backed by well known Canadian firms as well as your local dealer. Think it over and when a smooth tongued stranger offers to sell you a range put these prices up to him and see what he says."

In addition to this editorial information the merchants published direct competitive advertisements, and the peddler was practically shut out of the district.

The Carman Hardware Company, Carman, Manitoba, also published direct competitive advertisements setting forth the quality, measurement and price of the ranges they handled. They also appealed to the consumer to buy at home with sound arguments, and the evidence of the Carman Hardware Company today is that the peddler was shut out.

The hardware merchants south of the line went a little further in meeting the peddler than did the Canadian merchants. They circularized. The Adams Hardware Company, Adams, Minnesota, in addition to strongly written argumentative ads. which they published in

local papers sent out circulars to all customers, which in part contained the following :

"We ask you to sign no papers of any kind. We believe you are honest, and we will trust you for the price of the range. Don't buy a range until you compare them with ours. We have over 80 malleables in this vicinity, so you had better call up on the telephone some of the users before buying any other range. The range the peddler offers you is a good range but much smaller than our Malleable, which is 18 inches wide, 23½ inches deep and 13 inches high. We save you $21, and you can use our range 90 days without paying a single penny on it, or without signing any notes or contracts."

It is gratifying to know that the argumentative attitude of the circulars and advertisements influcnced the peddler to advertise also, and when he started this, he was up against a losing game. The merchant had him beaten in quality and price and the public learned the fact.

PEDDLERS' LICENSE LAW.

Great interest has been manifested amongst hardwaremen in the States, concerning the Peddlers' License Law, passed last winter by the Washington State Legislature, the Retail Hardware Association of that State having spent upwards of $3,000 in peddler's license law legislation and litigation. In 1905 a law was passed which the courts pronounced unconstitutional. In 1907 another law was passed, but this met the same fate. Profiting by the two unfortunate experiences, a law was drawn up that stopped the loopholes, and in 1909 this last, and third, law was passed, and they proceeded immediately to see that it was enforced. Attempts were made by vehicle and steel range peddlers to get a test of the law before the Supreme Court of the State under stipulations which made it highly probable that the law would be declared unconstitutional. A test case was made of a tooth powder, soap and other toilet preparations agent. The trial resulted in a verdict which upheld the law. The agent in question is to make a test case, carrying the matter to the Supreme Court at Washington, D.C.

The provisions of the law are as follows :

Section 1. The term peddler for the purpose of this act shall be construed to include all persons, both principals and agents, who go from place to place and house to house, carrying for sale or offering for sale or exposing for sale, goods, wares, merchandise, Provided that nothing in this act shall apply to peddlers in farm produce.

Section 2. Every peddler who shall sell or offer for sale or expose for sale, at a public or private sale, any goods, wares or merchandise without a county license issued as hereinafter provided, shall be punished by imprisonment for not less than thirty days or more than ninety days or by fine of not less than fifty dollars or more than two hundred dollars or both.

Section 3. Every peddler, whether principal or agent, shall, before commencing business in any county of the state, make application in writing and under oath to the county treasurer for the county in which he proposes to make sales, for a county license. Such application must state the names and residences of the owners or parties in whose interest said business is conducted, and shall state the number of horses and vehicles to be used by him, and at the same time shall file a true statement under oath of the quantity and value of the stock of goods, wares and merchandise that is in the county for sale or to be kept exposed in said county, and shall at the same time make a special deposit of five hundred dollars with the county treasurer aforesaid, and shall pay the said treasurer the county license, as follows :

(1) Peddler on foot $100
(2) Peddler with one horse and a wagon 150
(3) Peddler with two horses and a wagon 250
(4) Peddler with any other conveyance 300

The county treasurer shall thereupon issue to said applicant a Peddlers' License authorizing him to do business in the county aforesaid for the term of one year from date thereof ; Provided, that the license issued under and by virtue of this act shall expire by limitation on the second Monday of January succeeding the year of which said license was issued. Every county license shall contain a copy of the application therefor and shall not be transferable, and shall not authorize more than one person to sell goods as a peddler, either by agent or clerk, or in any other way than his own proper person.

Section 4. The county treasurer of each county shall keep on file all applications for licenses issued thereon. All files and records of said county treasurer shall be in a convenient form and open to public inspection.

Section 5. Upon the expiration and return of each county license, the county treasurer shall cancel the same, endorse thereon the cancellation thereof, and place same on file. He shall then hold the special deposit of the licensee thereunder for a period of ninety days from the date of said cancellation, and after satisfying any and all claims made upon the same in the section next following, shall return said deposit or such portion of same as may remain in his hands, if any, to the licensee.

Section 6. Each deposit made with the county treasurer of any county in this state shall be subject to all taxes legally chargeable to same, to attachment and execution on behalf of the creditors of the licensee, and the treasurer may be held to answer as trustee in any civil contract or tort brought against the licensee, and shall pay over, under order of the court or upon execution, such amount of money as the licensee may be chargeable with upon the final determination of the case. Such deposit shall also be subject to the payment of any and all fines and penalties incurred by the licensee through violation of the provisions of the preceding sections, and which shall be a lien upon same and shall be collected in the manner provided by law.

STOVE BUSINESS ON COAST.

Vancouver, July 16.—Stove dealers in Vancouver report good business, notwithstanding that the summer season is on. The article that has good call is the malleable range, though the cast iron stove has its share of buyers. One reason for a continued business is the fact that many new people are coming into this city and district. New homes are being set up in great number, and, of course, one of the prime necessities is a stove or range. That is the reason why one dealer said to The Hardware and Metal, "Once we get 'em looking at a stove, we manage to make a sale." Demonstrations have been found effective in instances, though there are some dealers who declare it makes little difference in the number of sales, that is, any more than if the same expense money were spent in advertising. As to the installation of gas interfering with sales, if it has, the degree has not been appreciable. In Vancouver itself, the gas company is pushing its business, but more than one range dealer stated that customers have put out the gas range and come after the coal user. The principal reason for this is that in winter, the gas range does not throw enough heat to sufficiently warm the kitchen, for in most houses the kitchens are not piped for furnace heat.

In this part of the Dominion, the range from the other side of the line seems to have a good run, one reason for their popularity being the willingness to replace the range if it is not satisfactory in every way to the customer. There is no discussion about the subject, when a complaint is made. A man is sent out to see what is the matter, and if the fault cannot be ascertained another range is supplied. Criticism is thus met at once, and satisfaction cannot help but follow. Still, the standard Canadian ranges and stoves are good sellers, and many declare for Canadian ranges in preference to anything from across the boundary.

One hears occasionally of fireless cookers, but the business in these while enough to warrant a small stock is not large enough to be numbered among the best lines of trade. They are coming into use more and more, though.

For the same reason that the range business is good, many furnaces are being put in. With hundreds of houses going up annually in Vancouver and district, nearly every one has a furnace, or is piped for furnace heat.

It has not been found that the regulations passed by the Vancouver city council have caused a difference in the furnace business. The average builder does not figure the increase of cost in the extra cost of installation, as it would never be noticed in the general total. Of course, it means that the owner has to pay, for the more stringent the regulations the greater the cost. A couple of months or so ago, some alteration was made in the regulations, but notice was not sent to the dealer. Fault is found with the city authorities on this score, for if a dealer does not keep close tab he is apt to get caught and the expense is to him. It is extremely difficult to follow a by-law in its stages through committee, for consideration is often postponed from time to time, and when it is finally passed a short paragraph in the papers chronicles the event. It is only fair that some notice should be given dealers when changes, involving greater cost, are made, for the amendments are generally along that line.

Systematic Work Necessary in the Tinshop

In Order to Make the Tinshop Pay Thought Must be Given to the Methods of Securing Work and Keeping Track of Stock and Labor Used on Each Job—Patterns for Various Articles—Estimating on Cornice Work.

A hardware merchant who conducts a tinshop in connection with his store will find it advisable to use similar publicity methods in securing business for this department as for the retail end of his business. It may be preferable to use letters to names on a mailing list, or personal canvassing, rather than newspaper advertising, but publicity is necessary, and systematic methods must be used in making the publicity work effective.

If the store has a mailing list, and circulars are regularly sent out, reference should be made to the fact that an opportunity to figure is requested whenever some contract or jobbing work is to be done, or occasionally a letter might be mailed dealing exclusively with the work of the tinshop. For instance, here is the copy of a letter sent out by one firm last spring:

> Dear Sir,—The frequent freezing and thawing during the past winter has been very trying on the exposed tin work and conductors of buildings in this section. You, no doubt, have experienced some trouble or inconvenience from this cause and will be obliged to have your roofing and conductors examined and needed repairs adjusted.
>
> Very often the roof, which is a very important part of your house, is given little thought and attention, until the walls and ceilings, etc., are damaged by leaks. We are entering on that season of the year that is characterized by heavy rains. Better have these repairs attended to now.
>
> This should be done by competent and responsible people. To this end we desire to call your attention to our roofing and repair department. We employ at all times a large force of competent mechanics, and use the best grades of material obtainable. Therefore we are in a position to do your work promptly and in a satisfactory manner. We make a specialty of repairing tin and slate roofs, gutters, valleys, conductors, etc. Tin work to be kept in good condition should be painted at least every two years. If this is neglected, the tin will soon rust out, making it necessary to replace it with new material. On the other hand, tin work that is kept well painted, will save you much annoyance and expense. When was your tin work painted?
>
> We will be pleased to examine your roofs and tin work, and report to you the condition of same, also furnish you with an estimate on the cost of making the necessary repairs. We make no charge for examination and estimates. A 'phone call or mail order will receive prompt and careful attention.
>
> Thanking you for past favors and awaiting your further order, we remain, yours respectfully,
>
> Scarborough & Klauss.

This letter brought in a great many replies, but to clinch an order from the wavering, it was followed up a month later with another, very much in the same strain:

> Dear Sir,—Last month we sent you a letter, calling your attention to our roofing and repair department, and to our facilities for doing this work in a prompt and satisfactory manner. If you have not yet placed your order, let us look over your roofing and conductors, and report the condition of same, and cost of making necessary repairs. This information we furnish you free.
>
> You do not obligate yourself to give us your orders, but we wish to impress on your mind that your neglect of this important matter may cause you great annoyance and considerable expense, while, if taken in time, the cost may be nominal, etc.

In composing letters of this kind set forms should be avoided in order that the merchant's own individuality can go into the letters.

SYSTEM IN CONN'S SHOP.

C. W. Conn, Tillsonburg, has supplied Hardware and Metal with three forms which he uses to keep track of his repair and contract orders.

Fig. 1 shows a repair tag, and on every piece of repairing that comes in one of

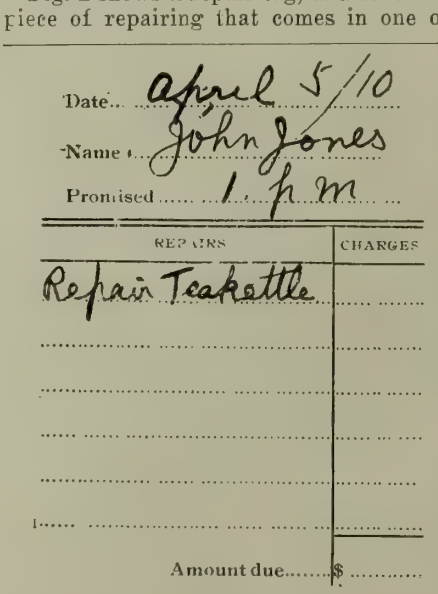


Fig. 1.—Repair Tag.

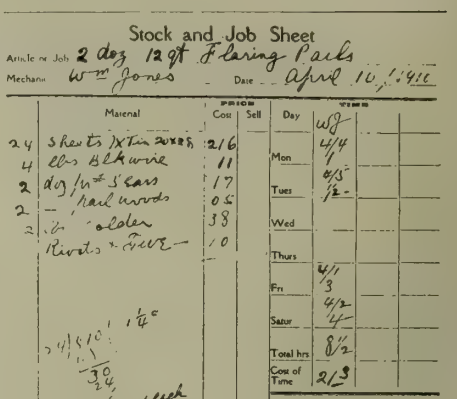


Fig. 2.—Stock Sheet.

these tags is tied, properly filled out. The mechanic puts on the tag the material used and time spent in the job, and Mr. Conn or his clerk puts on the price. He finds this an excellent idea.

The stock and job sheet shown in Fig. 2 is kept in the workshop till the job is completed and filled in by the mechanic each day and checked off from

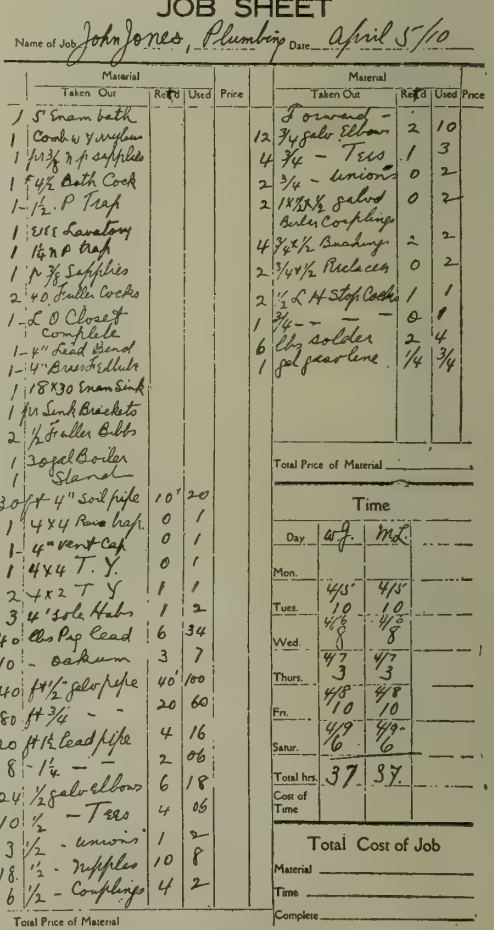


Fig. 3.—Material and Time Record.

the time card every morning. When the job is completed it is brought to the office and I fill in the price of material and time, which gives me the net cost of the article. This is a very convenient way of keeping track of the exact cost of every article made up in the workshop. This sheet is also used for small job work, where the job is not completed the same day it was started.

Fig. 3 is a sheet used for keeping track of the cost of job work. When a plumbing job is started the mechanic writes down every article he takes to the job, also filling in the time each day spent in same. Likewise, he sees that his helper's time is also down, and when the job is completed all material returned is checked off and marked in column headed "Retd." opposite the article. This makes a very convenient and quick way of keeping track of the exact cost of every job done, which is an absolute necessity.

Cutting Patterns in the Tin Shop

Readers of Hardware and Metal are Requested to Make Use of this Department—Questions Regarding Patterns Will be Answered by Experts—Discussion is Also Invited on Any Matter Pertaining to the Tin Shop.

RULES FOR CUTTING ELBOWS.

Writing in the American Artizan, "San Francisco," discussing how to lay off a pattern for a true elbow in from two to six pieces, says:

In general, it appears that there is a dislike on the part of sheet metal workers to perform the abstract labor or drudgery to obtain correct patterns for elbows in round pipes, and every opportunity is embraced to shorten the work. In the method here presented, a set of mitre templets is shown which, when once accurately obtained and made of sheet metal, and correctly marked for the numbers of pieced elbows they represent, will reduce the amount of labor and greatly eliminate the possibility of errors.

In Fig. No. 1 is shown a three- pieced elbow, where the mitre lines have been obtained in the usual geometrical way, and the work continued to illustrate the method of making the templet.

Draw two lines at right angles to each other as AC and BC. With C as a centre describe two quarter circles as A-B and E-D, the distance between the arcs being the diameter of the elbow, and the arcs represent the curved outline of the elbow. As Fig. No. 1 shows a three-pieced elbow, space the arc A-B into two equal spaces. As each end of an elbow is only one-half of a middle piece, the arc is divided into as many equal spaces as the several pieces, total whole pieces, in this case two, and for the half or end piece divide one of the whole pieces. Or, counting the end pieces as whole pieces, the middle pieces would be double pieces and would each count two in the spacing. If this method is used space the arc A-B into four equal spaces and from C draw lines through points f and d, indefinitely. From the points B and D erect perpendicular lines to B-C, intersecting the indefinite line C-f at g and h. The line g to h will then be the mitre line and ghBD the outline of one of the ends of the elbow. The outline of the elbow has been drawn in full in Fig. No. 1, but this is not necessary in making templets.

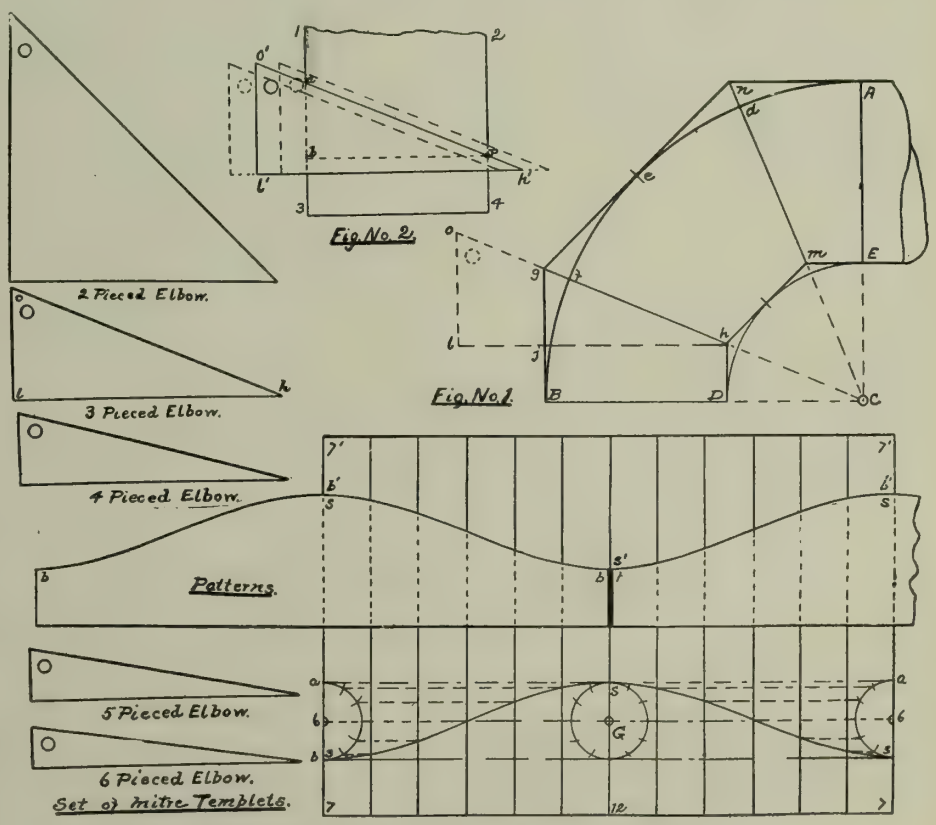
From the point h and parallel to line B-D, draw an indefinite line to the left, which line, intersecting line B-g, fixes point j. The distance j to g is now the rise of the mitre line for a three-pieced elbow of this diameter, regardless of the length of radii used to describe the circular outline of the elbow. Parallel to line g-B and at any distance from that line, depending on how large the templet is wanted, draw a line as o-i. Then, the triangle o-h-i will be the templet for the mitre line for any elbow composed of three pieces. Templets should be made from arcs described from long radii for greater accuracy.

As the object in using templets is to eliminate the drawing of Fig. No. 1, it will now be discarded, and the rest of the drawing differently lettered.

Fig. No. 2 shows the application of a templet. Draw the outline of any pipe as 1-2-3-4, and parallel to 3-4 or at right angles to the outline draw a line p-b at such a distance from 3-4 that the line p-4 represents the throat length of the end pieces. When templets are used Fig. No. 1 is never drawn, and the distance p-4 of throat is necessarily assumed. With the base of the templet, i'-h' parallel to 3-4 and the hypothenuse touching point p, draw a line a-p which line is the mitre line, and the distance a-b the rise of the mitre line for an elbow of this diameter, represented by line 3-4.

If the templet be too small for an occasional large elbow, use it as described above, and then extend the line o'-h'. The dotted templets show how the throat point can be raised or lowered or be brought into contact with the templet, by moving along a straight edge that is parallel to 3-4.

For the patterns lay off a stretchout whose width is the circumference of the pipe, by drawing a line as 7-7, and divide same into even numbered and equal spaces. From the points erect perpendiculars indefinitely. From points 7 and 7 (the right half of patterns is the same as the left half and is therefore lettered the same) set off the throat length of the elbow, as p-4 of Fig. No. 2, shown by b-7. From b set off the rise of the mitre line, a-b. Bisect a-b and with the points 6 as centre, and 6-b as radii, describe the semi-circles a-s. Space the semi-circles



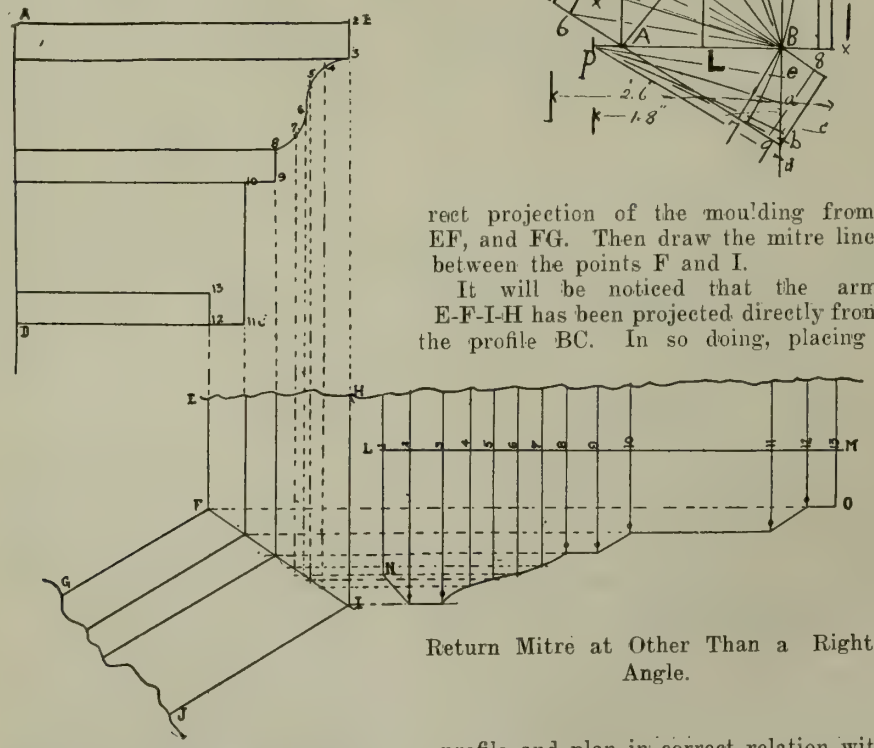
Patterns for 2, 3, 4, 5 and 6-piece Elbows.

into half the number of equal spaces as line 7-7. Draw lines through corresponding points of the semi-circles, and the several intersections of these lines with the perpendiculars from line 7-7, will be points on the edge of the pattern. Connect these points with a curved line b-s-b, resulting in the pattern for the end pieces. The pieces on both sides of this curved line are the same, and therefor the line s s-s is also the pattern line or edge for one end of the middle pieces.

As the end pieces are one-half of the middle pieces, set off from s and s at edges of stretchout twice the length of line s-12, as b' and b'', and from s on indefinite line s-12 twice the length of b-7 as s'. Place point s of the pattern of end at b' at the left, and point b of pattern at s', and trace around the half pattern of end piece the curved line b'-s'. Turn the pattern over to the right, still keeping b at s', and with s touching b'' trace the curved line s'-b'', and b'-s'-b'' will be the other pattern edge of the middle piece. The pattern 7'-7'-b''-s'-b' is a duplicate of the end pattern.

When the elbow has more pieces the alternate middle piece has the seam in the throat, and the pattern is obtained in the same way, from the end pattern, by shifting and turning it over, only that the point b would be placed at the edge of the stretchout instead of on the centre line; or, as might be stated, is simply turned over on the line 7-7.

The circle G has been inserted in the drawing to show the method when only one-half of the stretchout is used. All seams and locks to be allowed.



Return Mitre at Other Than a Right Angle.

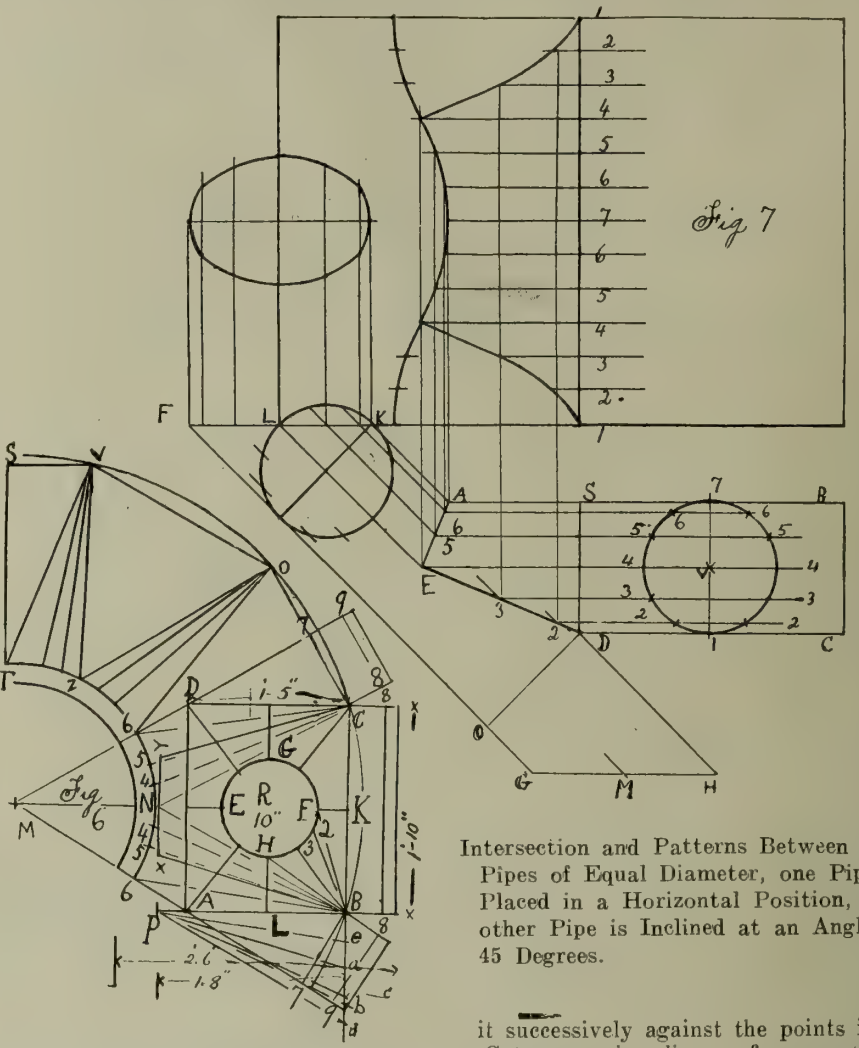
RETURN MITRE IN CORNICE.

In laying out a pattern for a return mitre at other than a right angle, as in a cornice at the corner of a building, writes S. A. Campbell in the Hardware Trade, let A B C D be the elevation of a portion of the cornice and let E F G be the plan of any angle around which the cornice is to be carried, a pattern being necessary for an arm of the mitre. Complete the plan by drawing the line HI and IJ intersecting at I, giving the correct projection of the moulding from EF, and FG. Then draw the mitre line between the points F and I.

It will be noticed that the arm E-F-I-H has been projected directly from the profile BC. In so doing, placing profile and plan in correct relation with each other. Divide the profile BC in the same way as before in any number of convenient points and from the points thus obtained drop lines vertically on to the mitre line in the plan FI.

At right angles to the cornice, as shown in plan, lay out a stretchout of the profile as shown by LM through the points in which draw the usual measuring lines as indicated. Place the Tee square parallel to the line or what is the same at right angles to HI and bringing it successively against the points in FI. Cut measuring lines of corresponding numbers, then a line drawn through the points thus obtained as shown by NO will give pattern required.

As intimated at the beginning of this problem, the angle EFG represents any angle whatever and the course to be pursued is exactly the same whether it be acute or obtuse. The more acute the angle EFG, the longer the mitre line FI becomes, as may be ascertained by experiment, producing a corresponding increase in the projection of the different parts of the line LM.



Intersection and Patterns Between Two Pipes of Equal Diameter, one Pipe is Placed in a Horizontal Position, the other Pipe is Inclined at an Angle of 45 Degrees.

INTERSECTIONS BETWEEN PIPES.

To procure the required form of the intersection and obtain the patterns, writes James P. Coleman, in the Hardware Bulletin, proceed as follows:

Draw the elevation of the horizontal pipe A B C D E, and the elevation of the inclined pipe F K G H. The straight lines A E D show the form of the intersection. In all intersections between the pipes of equal diameter, the form of the intersection is indicated by straight lines, which always form a right angle at

the meeting point. The lines A E and E D form a right angle at E. At point V in the centre of the horizontal pipe, describe a circle to show a right section through the pipe. Draw the line E V and draw a line perpendicular to D C passing through the centre point V.

Having drawn the circle in the horizontal pipe, keep the dividers set, place one point at the top extreme point of the vertical diameter and intersect the circle in two points marked 5-5. Set one point of dividers at the lower extreme point of vertical diameter, intersect the circle in two points marked 3-3; set the point of the dividers at the extreme of the horizontal diameter, intersect the circle in points 2 and 6 twice. Mark the extreme points of the horizontal diameter 4-4, the top of the vertical diameter 7, the lower point 1. At point D draw an outstretch line perpendicular to D C; and on the outstretch line lay off spaces equal to the distances between the points of division shown on the circle of horizontal pipe indicated by the numbers 1, 2, 3, 4, 5, 6; 7, 6, 5, 4, 3, 2. Mark the points in the pattern as shown point 7 at the centre, point 1 being the extreme point at each end. Through the points on the outstretch line draw perpendiculars, forming a pattern sheet.

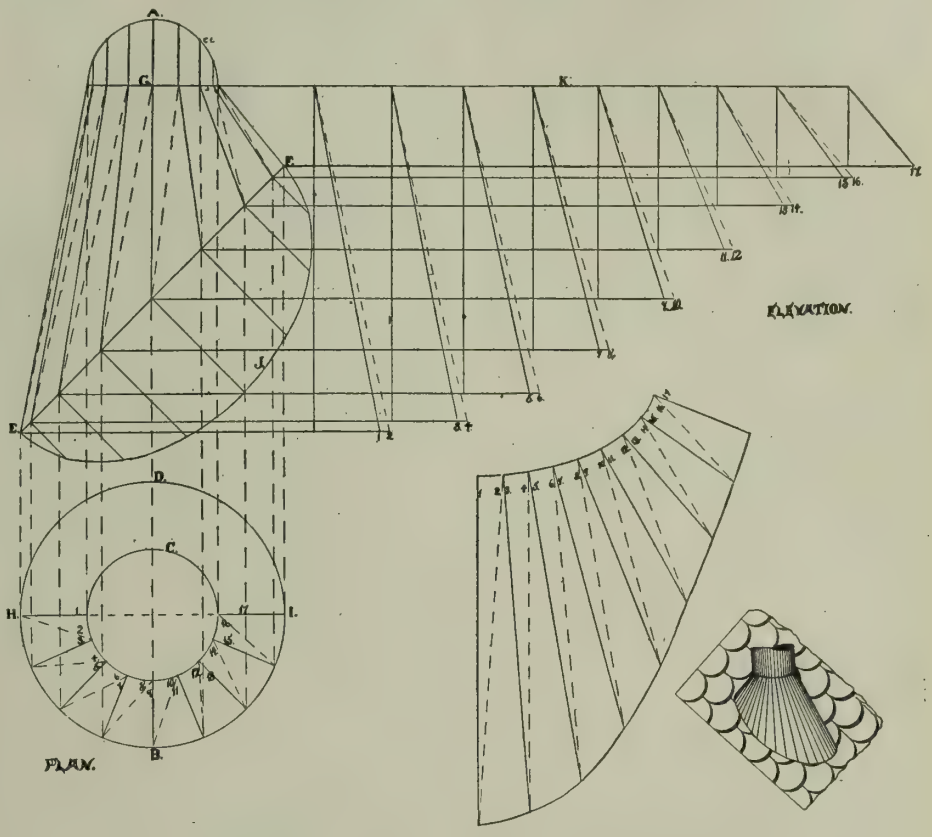
Through the points of division shown on the circle of the horizontal pipe, draw horizontal lines parallel to A B, intersecting the mitre lines D E A, in points 2, 3, 5, 6. Place a tee-square at end of drawing board and through each point of intersection draw a line intersecting the lines in pattern sheet. The line through D intersects line 1-1 in pattern; line through 2 intersects line 2-2 in pattern; line through 3 intersects line 3-3 in pattern; line through E intersects line 4-4 in pattern; line through 5 intersects line 5-5 in pattern; line through 6 intersects line 6-6 in pattern; line through A intersects line 7 in pattern.

Draw lines connecting the points giving the required form of the pattern. If a tee-square is not used, you can use the dividers by measuring from line B-S to the respective points in the mitre line, and spacing the distances from the outstretched line on the corresponding lines in the pattern sheet.

The opening in the inclined is found by measuring from line D-O in inclined pipe, to points of intersection—2, 3, E. 5, 6, A, and spacing those respective distances from the outstretch line on lines 2, 3, 4, on each outside quarter of the pattern sheet as shown. Lines drawn connecting the points give the required form of the pattern. The inclined pipe can be used as an ash-pipe, the horizontal pipe as the outlet to dump the ashes in. The oval shape in pattern is found by drawing lines through the points of division in the circle of the inclined pipe to intersect line F K in points, then draw indefinite perpendiculars through the points. Measure from the centre line of the circle to the points of division and space those distances from the line drawn through point 7 in pattern sheet, on each corresponding indefinite line.

PATTERN FOR ROOF FLANGE.

The accompanying drawing is one of the prize sketches submitted by Henry Breunlin, Bremen, Ind., in a prize contest conducted by Gray's School of Pattern Drafting, New York City. Each contestant had to submit ten drawings and Mr. Breunlin won first prize.



PATTERN FOR A ROOF FLANGE.

The sketch gives a general idea of a roof flange and it will be noted that the base of the flange is made circular in the plan view, giving the opening through the roof an oval form. In a problem of this sort what is essential, of course, is the determination of the true lengths of the inclined elements of the flaring member of the flange. In the usual way the heavy lines are drawn for the true elements, as they may be called, with intermediate lines marked dotted. Each of these full and dotted lines of the flaring member is the hypothenuse of a right-angle triangle, the apex of which is located in the circumference of the article G in elevation and C in plan, and the position of the base of the triangles is marked by the full radial lines in the plan drawing and by the intermediate dotted lines. Accordingly horizontal lines are drawn from the mitre lines at the roof to the right of the drawing and perpendicular to these are drawn at convenient points a number of vertical lines up to the level of the circle G. As indicated, distances are laid off on the horizontal lines from corresponding vertical lines, these distances being equal to those obtained from the radial and intermediate dotted lines of the plan. The true lengths of the full and dotted lines are obtained as indicated by the inclined lines or hypothenuses of the triangles. The development of the pattern itself is along the usual lines.

System in a Large Metal Working Shop

Work Sheet and Time Card to Take Care of Time and Material Used on Jobs and Estimate Blank for Figuring on Contracts Described by B. F. John, in the "Sheet Metal Shop."

The sheet metal worker, including the roofer, furnace and range contractor, and sheet metal contractor, in the vast majority of cases occupies his position as an individual business man by sheer grit, and in many cases, after having attained the position as an employer, still continues to use the tools side by side with his men, possibly out of habit or necessity, and in many cases against his immediate business interests, failing to realize that in so doing he is neglecting a portion of his business career that needs to be fostered equally as much

as the actual performance of his work, and which is as arduous a task as and possibly more so from his view than the other, and a good deal less profitable to his way of thinking.

But as the business grows he begins to realize that one of the most potent influences toward creating a successful business career is his "desk work" and "shop records," and too often a hastily "thrown together" system is established, which proves a source of unending worry and loss on account of its many defects, because it admits a state of affairs where memory plays an important part and has but a poor chance against a well-regulated, although simple, system.

It is not to be supposed that upon entering business an expensive system of books or the service of an expert accountant is necessary, yet it is possible at a small expense that the average beginner, or even some who have been in business quite a period, can adopt a system of "shop records" to their profit, no matter how small may be the number of customers.

To better illustrate this need one case comes to mind where the workmen return loose leaves torn from a blank book. on which is written the sum total of time and material for an entire week's jobbing work for possibly fifteen or twenty jobs. Every one can realize the loss sustained, as upon this crude method is built the very strength of the business.

It is at once apparent, therefore, that unless the employer throws a checking system about his labor and material, the loss, from the lack of one, is great. It may be that this loss consists of "mere trifles," yet the sum total of these in one year would show quite a neat balance on the right side of the "profit and loss" account, and it follows that a careless method in small matters will result in the same way to neglect in larger things.

To keep an accurate account of that which belongs to one and to whom it is sold is the proper thing to do, and the business man who does not do this leaves his purse strings open and endangers his business.

For the benefit of those who have not taken the time to figure it out, the following simple and inexpensive system, taken from an excellent system now in use, is offered.

Two well-bound, ruled order books of 250 to 500 numbered pages each will be required, one labeled "Roofing," the other "Furnace and Range and Sheet Metal Work." Into these are entered daily the incoming orders under the date received, whether verbal or by mail, and if by mail, placing on the letter before filing a small pencil figure of the page on the order book. This gives a ready reference to the date received and to the entry when referring to the order and to the entries of contracts from the estimate blank taken from the file.

One of the first things to consider is the "estimate blank" and "file." How often it occurs that what we wished most to remember is soonest forgotten. A simple estimate blank is shown in Fig. 2

An exact copy of specifications always repays a hundred fold.

After the estimate is made up and letter copied and sent, a small rubber stamp of the copy book page, date of letter and estimated price can be placed on the bottom of the estimate sheet. This at a glance gives a thorough outline of the proposed work, and a ready reference during the performance of the contract. It is, of course, necessary to use one of the many filing devices to alphabetically arrange these estimates, and it has been found that the street name taken as a basis of filing affords the best results, viz., Broad Street, file under "B"; Thirteenth Street, under "T"; Front Street, under "F," etc.

It is the common practices in all shops to group men on various contracts, placing in the hands of the foreman of the job all the knowledge possessed by the employer as far as material and labor is concerned, and for this purpose a "work sheet" is arranged with the name of the owner or builder, its location, and a clearly-defined explanation of the work. This sheet also contains spaces for material used and time consumed. In the case of jobbing shops these sheets are of inestimable value. A separate sheet, as shown in Fig. 2, is made out for each and every job, and contains in one corner the number of the page on which the original entry is made in the order book. A new sheet is handed to

JOHN R. DOE & BROTHER,

ROOFING RANGES & FURNACES SHEET METAL WORK.

At the completion of this work, the workman will fill out this blank with all the material used, and a correct account of each days time.

_____ 1910

OWNER_____

WORK DONE AT_____

TIN		Solder
		Coal
		Paint
SPOUT	ELBOWS	Oil
		Putty
		Nails
EAVE PIPES		Mortar
		Slate

WORKMEN	DAYS	HOURS Repairing	HOURS Painting	REMARKS

Fig. 1.—Form of Work Sheets.

Location_____

For _____

To_____ Cost_____

By_____ Date____ Examined _____

Specifications:-

Material:-

Time:-

Fig. 2.—Estimate Blank.

WEEKLY TIME CARD JOHN R. DOE & BROTHER

Week ending_____ Time made by_____

Day	Date	Location of work	Hours
Saturday			
Monday			
Tuesday			
Wednesday			
Thursday			
Friday			
		Total for week	

Fig. 3.—Time Card.

each man when he returns the previous sheet properly filled out.

In connection with this sheet a cheap blank book, 6 inches wide by 14 inches long, hung in a conspicuous place in the shop, to be used to enter the material and tools leaving the shop for each job, is an excellent check, especially if one person will see to it that the entries are made when the material is assembled to be taken to the job. A few minutes spent at that time will save a great deal of imagination by the mechanic should he neglect to give a complete return on the work sheet, and it serves as an elegant reminder to the person who figures the work from the time sheets. It also acts as a record as to where shop tools can be located, and as a check when the tools are returned. Another book can also be used if desired in which to make entry of material returned from each job. It is easy then to figure that the difference between the entries in these two books should equal the material charged on the work sheet.

On jobs which require shop work, a separate work sheet is used to record the material and labor. When the cornice, front, skylight or other job is completed this sheet is returned with the weight of iron, the number of sheets and their weight, number and length, as recorded when taken from the rack. This is held until the contract is completed and is then attached to the sheet in the hands of the outside workmen, when returned, thus giving a complete return to compare with the estimate blank, or to be charged.

The foregoing has dealt with material. By a few weeks' practice this method will prove easy and simple of application.

By referring again to Fig. 1, the "work sheet," the arrangement for keeping the time will be noted. This arrangement, on jobs of long periods, can be carried out on the other side of the sheet if necessary, days and date being recorded at the top of each column. The keeping of the time is left in the hands of the foreman of the "job" by the use of this sheet. Aside from this sheet and a time book, kept in the office, in which an entry is made daily following a visitation to the job, each workman is provided, on "pay day" or the beginning of each working week, with a card the size of a postal card, but heavier and self addressed to the firm, which contains spaces for dates and location of workman for each successive day of the week, as in Fig. 3.

These cards should be turned in or mailed on the evening ending the week's work, when a comparison with the office time book and "work slip" leaves no doubt as to the correctness or incorrectness of the time reported. This saves time and unpleasantness. After years of trial in a shop with a number of men employed, but one or two disputes have arisen, simply because this method was rigidly enforced.

A simple method of filing the work sheets is to obtain a vertical, two pronged file, with a wooden back, and an ordinary perforator or two hole punch. Each sheet being dated the day the work is completed, after being crossed from the order book, is entered in the blotter preparatory to figuring. It is then punched and filed, and at the end of each month the work sheets for the month are removed and sewed together through the punched holes and labeled with the month and year, and laid away for reference if needed. In this manner, in case of a disputed bill, by referring to the date in the ledger account of the customer, it is possible in a few minutes to trace the "root" of the charge. Presenting it to the customer invariably rights a wrong impression.

After a study of the foregoing it is possible to build a very efficient system upon it, and to adapt it to the correct checking of any and all work entering into our trades. It is also possible to elaborate this system to cover contracts of any size.

News and Methods of Canadian Hardwaremen

Convention of Maritime Hardware Association—Demonstration at Ottawa and Chatham—Enlarging Silverware Plant at Niagara Falls—Size of Coal Used in Stoves—Guessing Contests at Leamington and Cobalt—Bargain Counters in Winnipeg Store.

CONVENTION AT DIGBY.

St. John, July 20.—The annual convention of the Maritime Hardware Association, was held in Digby, N.S., Wednesday, July 13 when routine business was transacted and the following officers elected for the year: John McAvity, T. McAvity & Sons, St. John, president; Mr. Simmonds, Halifax, vice-president; and Mr. Dalton, Halifax, secretary. Representatives were present from practically all the principal hardware firms in the maritime provinces. Those attending from St. John were: John McAvity, James Pender, Charles Macdonald, John Keeffe, George C. Weldon, John F. Tilton, W. S. Fisher and Frederick R. Murray. They returned home via the bay steamer Prince Rupert on Thursday and report having spent a very pleasant time.

M. W. Doherty, of Sussex, late manager of the Sussex Manufacturing Co., who leaves for Galt, Ont., where he will be general manager of the new Canadian Machinery Corporation, with a capital of $4,000,000, was tendered a farewell dinner last week by a number of citizens of Sussex and was presented with a handsome oil painting.

The general store of F. C. Palmer & Co., Dorchester, was burglarized last week and about $200 worth of jewelry stolen. There is no trace of the robbers.

J. P. McNaughton, of the Dominion Iron & Steel Co., Sydney, was in the city last week. He said it was not improbable that the company would operate a nail plant in connection with their other work. All signs of the recent strike have been wiped out and about 1,500 men are at work in the mines.

EARLY CLOSING AT OTTAWA.

Ottawa, July 15.—The hardware stores in Ottawa are closing on Saturdays at six o'clock, an action appreciated by the clerks.

Wm. Northwood, of McKinley & Northwood, has gone on a trip to England.

J. P. & F. W. Esmonde have moved to their new quarters on Sparks St.

Up to the present trade has been very good in the hardware stores, and especially so in refrigerators, water coolers, fishing tackle and all summer requisites. The stove trade has been equally good and the manufacturers report a satisfactory season. Of course now this line slackens and preparations are under way in the National Manufacturing Co. shop and the Butherworth Foundry for a brisk fall business. There was not much hold over in last year's stocks.

There is no doubt but that practical demonstrations of the cooking properties of a range is one of the best advertisements the merchant can devise, and this backed up by a liberal and judicious series of newspaper advertisements will effect sales. Last year a very successful exhibition of this character was held by R. Mulhall on behalf of the Gurney-Tilden ranges, and the effects were highly satisfactory. The proof of the statements is what is required and a practical instruction in the manner of operation is at the same time accomplished.

Numbering stove repairs parts would not only render ordering simple but would also facilitate the filling of the orders and despatch of the goods. Farming implements have their parts numbered and the ease of securing new pieces is universally experienced. It is not everyone who can clearly describe the part broken and sometimes errors are thus caused. If the part bore a number there would be no delay, no occasion for the hardware clerk to go to the home to examine the stove. Any step which will tend to promote simplicity of operation or ordering ought to receive consideration from the manufacturer.

With the increase in building there is a consequent increase in the demand for furnaces and their advantages over the coal heater are being more appreciated.

One thing is certain, that to effectively promote the sales of stoves and furnaces the manufacturer must expend a certain sum on advertising for the benefit of the retail merchant, this publicity to be for the edification of the consumer.

ELECTRIC SPECIALTIES DEMONSTRATION.

Chatham, July 20.—The Chatham Gas & Electric Light Co. has recently been conducting an extensively-advertised demonstration of electric cooking and heating articles and electric irons.

At the company's office a lady was in charge of the demonstration, which included electric coffee percolators, toasters, traveling heaters and cookers and similar appliances. Electric irons were also demonstrated, as well as the manner in which they could be used for

heating water, milk, etc. Visitors, who were chiefly ladies, were treated to samples of coffee made in the percolators and fresh toast made by electricity, while the workings of the various devices were explained. An electrically-run sewing machine was also prominently on exhibition.

A two-days' demonstration—Friday and Saturday—was also held at the store of Jas. E. Gray, dealer in tinware, stoves and china. The demonstration was featured in the window, where a young girl ironing with an electric iron was the centre of attraction. Though the electric iron was the feature of this demonstration, the other lines were also shown to good advantage.

These demonstrations were also backed by a liberal use of advertising "readers" in the local press, calling attention to the many advantages of cooking and ironing without adding unnecessarily to the warmth of the hot weather.

The demonstration just demonstrated; there were no aggressive efforts to sell to people who just came to see. At the same time, the way was paved by this missionary work for a future selling campaign.

At the present stage the work of advertising electric cooking is largely of a missionary nature. So far the most popular of the devices recently demonstrated is the electric iron, of which there are a large number introduced. Their sale has been facilitated by the company's policy of allowing them out on 30-days' trial, while often in actual practice they have been left out for months. The company, of course, derives a revenue from the electric current used, while as a rule the user finds the iron such a convenience that she overlooks what previously seemed an obstacle, the initial cost, rather than part with it.

COAL USED IN STOVES.

London, July 20.—Considerable attention was devoted at the convention of the Canadian Retail Coal Association here recently to the necessity which some delegates declared existed for the manufacture of heaters and ranges of such a pattern as to burn stove size coal to advantage. The matter was brought up by John Hay, Listowel, in opening a round table talk on the mining and sizing of coal. He expressed the opinion that in Ontario the proportion of nut coal burned was much too large, in comparison with the production, and that stove coal might be used just as well, if people were educated to it and their grates of the right kind.

W. H. McCordick, St. Catharines, said: "A great proportion of the chestnut coal sold is stove coal this year. I think the price of chestnut will have to be advanced until people do use stove coal, which will give just as good results."

F. J. Davy, Prescott, remarked that he understood the Quebec Heater was adapted to the use of stove coal.

A London dealer pointed out that there is less foreign element in stove than in chestnut coal. "If we get a stove to burn stove coal, we will solve the difficulty in a wonderful degree," he said.

J. E. Hurst, Glencoe, said that a customer of his cut three inches off the bottom of the feeder in his heater, and now finds no clogging takes place, as the coal rolls away from the feeder in the fire-pot.

Mr. Fraser, agent for the Susquehanna people, remarked: "You must instruct the manufacturers to make stoves that will feed any coal you can put in the top. Otherwise you may legislate till the cows come home."

"Is there any advantage by way of increased heat in using the larger coal?" Mr. Hartney, Toronto, wished to know. The question was referred to W. H. Lesser, expert miner for the Philadelphia & Reading Iron & Coal Co., who was on the platform. "The larger coal gives more heat, we find," was the answer, but Mr. Lesser added that his experience was with boilers.

"Cannot the mining companies take out the percentage of egg coal in the stove coal?" he was asked. "Well, I don't agree with you that the size is getting larger. The problem seems to be up to the men, not the stoves, but from this morning's discussion I should say a great improvement could be made in the stoves." "When we fire," he continued, "we use a small amount of coal and light firing. Get a good bed of fire and fire regularly. The larger the coal the longer it lasts, because combustion of coal takes place from the outside. I believe the idea of a bigger grate is the proper thing."

E. H. Reid, sales agent for the Delaware, Lackawanna & Western, pointed out that the production of chestnut coal was only 23 per cent. of the total. The percentage used in Canada, however, was 65 to 75 per cent. "They are able to do this," he said, "because there are places which use stove coal entirely, and we have these marked with a great big cross as being very desirable. Philadelphia is one of these."

One dealer told of giving six customers stove coal when he was out of chestnut, and two of them never changed back. It stands to reason, he pointed out, that stoves are being made now that will burn stove coal.

In the end the following resolution, moved by John C. Hay, Listowel, and seconded by Fred T. Mann, Brantford, was carried unanimously: "That after our discussion on the large increase of chestnut coal, and realizing what this means, that an increased demand must of necessity mean an increase in price of this grade; believing as we do that if we can persuade the stove manufacturers to make the particular kind of stoves that will burn stove coal, so that it can be used to even better advantage than the smaller; therefore, we instruct the president of this association to appoint a committee of three members, whose duty it shall be to wait upon the stove manufacturers and lay this before them, and also to discuss the matter in the public press of the country."

The accompanying picture shows the interior of the stove and tinware store of Wm. Stevely & Son, Richmond St., one of the oldest stove businesses in the city. The walls and ceiling are of metal and constitute a good advertisement for the metal working branch of the business. As will be noted the store is fitted up with a silent salesman and glass covered wall cases in which are displayed brass and nickel-plated ware.



Interior of Wm. Stevely & Son's Stove Store at London.

RANGE GUESSING CONTEST.

Chatham, July 19.—Contracts for the new 8-room school at Dresden have been let, the tender of the Blonde Lumber Co., Chatham, being accepted at $12,-

071.65. Well & Wells, hardwaremen, Dresden, have the contract for roofing and blackboards, and Carscallen & Son, Dresden, secure the heating and ventilating contract at $850.

Chatham will have no general weekly half holiday this summer. Outside towns, however, are adopting the weekly half holiday, Blenheim merchants closing at noon on Wednesdays during July and August, as do Wallaceburg merchants.



Interior of the Store of A. R. Dundas, Cobourg.

Thos. Beattie, hardwareman, Comber, has engaged Richard Powers to superintend his tinsmithing department.

C. A. Willets, hardwareman, Leamington, has adopted the premium idea in promoting sales, offering a $44 cooking range to the person who guesses nearest its weight. Every dollar cash purchase entitles the customer to one guess.

ENLARGING SILVERWARE PLANT.

Niagara Falls, July 20.—The McGlashan-Clarke Company have just completed a new addition to their solid concrete factory, which means doubling the capacity of the different departments. They found this necessary owing to the ever increasing demand for their silverware and cutlery. Machines of the very latest type are being placed in the new additions, which will enable them to keep up their standard of high grade goods. Every article is made wholly in their own factory, and under expert supervision, from uniformly good and tested materials. Merchants are invited to visit this plant when spending a holiday at the Falls. The factory is situated on the main line of the Michigan Central Railroad about ten minutes' walk from the great cataract.

BARGAIN TABLE.

Cobourg, July 20.—One of the best known stove and housefurnishing stores east of Toronto, is that of A. R. Dundas, of this town, a good business being also done in plumbing and heating. One of the features of the store is the system of displaying kitchen ware on tables and wall shelves, price tickets being used liberally in order to facilitate the sale of the goods. Mr. Dundas has found this plan very profitable.

ENLARGING FACTORY.

Hamilton, July 19.—At the annual meeting of the Ontario Lantern & Lamp Co., held at Hamilton, recently, a statement laid before the board showed a phenomenal growth in the buisness. The new wing opened only 1st November has proved totally inadequate to handle the increase. The action of the board of directors in commencing a large addition to their new property on Cannon street, east of the new building, was approved of and it was unanimously decided that same should be one story higher than was originally intended. The profits, owing to most careful trading and in spite of strenuous opposition were considered very favorable and the usual dividend was declared. The directors elected were — W. H. Ginder, P. D. Crerar, K.C., F. W. Gates, Alfred Ward and Geo. F. Webb, and at a subsequent meeting W. H. Ginder was again elected President and Managing-Director.

MAKING THE GOODS TALK.

Windsor, July 20.—Making the goods in a window display talk direct to the customer is a device that can often be employed to advantage with almost any line.

Here is where attractive show cards with catchy wording can be effectively used. For instance, a neat and handy oil stove without any show card conveys a meaning only to the camper-out who has had experience. But the addition of an attractively-designed card with the legend, say, "Let me share the joys and shoulder the discomforts of camping out with you," constitutes a direct appeal to scores of people who would never think of this particular use of an oil stove.

Everybody knows what a refrigerator is for, but a refrigerator can, nevertheless, help out by an effective phrase or two. "Why wait till mid-summer when you need me now?" or "I'll keep your butter as hard as a rock," are pointed suggestions which will attract attention.

"You can't afford to do without me" is the advice of a vacuum cleaner, followed by a little talk on time and labor saving at the housecleaning season. "I'll double the joy of your holidays" is a declaration which can be made with assurance by a bicycle or a camera.

"Talks" of almost any length can be used; though as a rule the shorter the talk is, the better. A catchy phrase of only a few words will draw attention and carry conviction where a longer spiel might not be read. The main point is to have the article, whatever it is, talk direct to the customer.

CANDLE GUESSING CONTEST.

Cobalt, July 15.—The big candle which has been burning in the window of the Taylor Hardware Company's store on Silver street, snuffed out at 5.01 o'clock last Friday evening, after burning a total of 247 hours, 1 minute. The Taylor Company instituted a guessing contest on the life of the candle, and the taper was lighted on Saturday, June 18, being allowed to burn 14 hours per day. A large number of guesses were recorded with the following result:

Closest guesses—245 hours—Miss Bessie McWilliams. W. P. Wayman. Next closest guessers — 250 hours. — Percy Drew, L. B. Wilson, V. E. Taplin, Wm. P. Johnson, R. J. Bird. Third closest guess—250 hours 10 min. 11 sec.—Geo. Jones. Fourth closest guess—252 hours. —I. W. Brewtnall. Fifth closest guess —241 hours — Harriet Kappelle. The first seven guessers will draw for their prizes while the last three will take eighth, ninth and tenth prizes respectively.

PUSHING GAS GOODS.

Owen Sound, July 19.— The Owen Sound Gas Company are offering special inducements to customers who begin using gas for cooking in July. Christie Bros., have two windows devoted to gas goods and are advertising them extensively.

Fire did small damage to the warehouse of Gillespie Bros., hardware store, Orangeville, on July 14.

A $30,000 extension is to be made to the marine hospital at Owen Sound.

Owen Sound ratepayers will vote on a proposal to take $50,000 stock in a company which proposes to erect a million dollar drydock here.

BARGAIN COUNTERS IN STORE.

Winnipeg, July 18.—C. C. Falconer, Winnipeg, is peculiarly located to come into direct competition with the down-town department stores. He has evolved many tactics which appeal to the people residing in his vicinity and which prevents them being lured to the larger "bargain" centres. One of his methods is to keep a large rack in a prominent position in the store over which is printed in large letters "Bargain Counter," and which contains about fifteen different lines of goods ranging from five to fifteen cents each. The articles consist of such things as kettle lids, kettle washers, bake tins, scrub brushes, etc., all these lines yield handsome profits and having them ticketed and displayed in the manner indicated has been a source of great attraction to the many housekeepers that frequent the store. "For years" says Mr. Falconer, "I had all those goods behind and under the counter and only sold them when I was asked especially for them, but now they sell themselves in greater numbers than before.

As an illustration of how Mr. Falconer wins deluded customers from the department store, the writer witnessed the case of a lady coming in and asking Mr. Falconer if he would exchange a gasoline stove, which she purchased at a downtown department store, for a coal oil stove. She said the gasoline stove was unsatisfactory and as it was new he could sell it. Mr. Falconer said, "I am sorry, lady, but we sell only brand new goods. Had you purchased the gasoline stove here, however (and we have them at twenty-five cents less), we would be glad to satisfy you in any way possible. If you want a good coal-oil stove, we can suit you perfectly, and should the article prove unsatisfactory we will take it back. That is the difference between us and the departmental store of which you speak."

He then showed her the stove she wanted and she took it without much deliberation. This is a case of winning confidence and Mr. Falconer has many repetitions of this experience.

ELECTRIC IRON SALE.

Winnipeg, July 16.—Macdonald & Fleming had an unfortunate experience handling electric irons this summer. Quite a large stock was ordered and preparations were made to move them off as soon as they arrived. The first selling agency adopted was the window displays and while the clerk was dressing the window, the city electrician entered the store and told the manager that his electric iron, which was contructed with a screw instead of a detachable plug, could not be sold here. Mr. Macdonald, therefore, sent an order for such irons as did not conflict with the electrical by-law, and succeeded in disposing of his former stock in a western town where no such legal restrictions prevailed. The firm find electric irons very popular here, and the demand is increasing. While the clerk was dressing the window with the restricted goods. two customers entered the store and were purchasing the irons when the officer arrived to stop their sale.

KEEPS STOCK IN ORDER.

New Westminster, July 11.—The Cunningham Hardware Co., of New Westminster, carry a stock of about $80,000. and of this there is said to be less than $2,000 worth that is not being turned over during the year. Visitors to the store are struck by the orderly manner in which the stock is kept, everything being particularly orderly and neat. To this method of running his business, Mr. Cunningham says he owes the fact of having practically no dead stock. Of course as he points out it means the employment of an extra man to look after this, but he maintains that he is well repaid as he knows at a glance just what stock he has and there is but little possibility of something getting hidden away and forgotten. The firm employs 20 men the year round and do a wholesale and retail business.

Mr. Cunningham, who is one of those young old men, is well over 70 years old but is more energetic than many a man still in the prime of life. Every day he may be found at the store supplying the oil that makes the wheels of the business work smoothly. He has been in the hardware business almost all his life, he knows the business from A to Z, and there are few people in the district of New Westminster who do not know that the name Cunningham stands for hardware.

USES THE CASH SYSTEM.

Wetaskiwin, July 13.—The accompanying picture shows the interior arrangement of the hardware store of A. C. Gourlie, who purchased the business of W. M. Gould in 1905. Mr. Gourlie is a native of Prince Edward Island, and one of the progressive western merchants who has been successful in establishing his business on a cash basis.

HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Stove Repairs—Thomas Griffin, foundryman, Guelph, can supply repairs for the New Wellington stove asked for by R. H. Carson, Gorrie, in Hardware and Metal last week. The Grundy Stove Co. is out of business.—Editor.

Bee Supplies—A. R. Wright, Port Burwell, asks where he can purchase bee supplies.

Ham & Nott, Brantford.—Editor.

Cast Iron Washers—Midland Hardware Co., Midland, asks for names of manufacturers of cast iron washers. Also for address of the Katie Foundry Company.

Taylor Forbes Co., Guelph, Canada Bolt & Nut Co., Swansea, Toronto, and Montreal Rolling Mills, Montreal, make cast iron washers. The Katie Foundry Co. are located at Galt.—Editor.

Scrap Iron Quotations — The Starr Mfg. Co., Dartmouth, N.S., ask whether the Toronto and Montreal prices of scrap iron in our "Current Market Quotations" are for long or short tons; and what are the dealers' selling prices of scrap.

The prices given in our quotations are what those dealers are paying for scrap. In Montreal, and throughout Quebec province, the long ton is used; in Toronto and vicinity the short ton rules. Generally speaking dealers' selling prices are a dollar above their buying prices, though freight rates entering so largely into their sales, the prices varies at almost every town in Canada.—Editor.



Interior of A. C Gourlie's Store at Wetaskiwin, Alberta.

HARDWARE TRADE GOSSIP

Ontario.

The Penfold Varnish Co., Toronto, are seeking a permit to build a factory at 30 Macaulay Avenue.

J. L. Woolacott, hardware and tinware merchant, Monkton, has sold his business to Bettger & Writzel.

Thos. G. Dexter, manager of H. S. Howland, Sons & Co., Toronto, is spending his holidays at his summer home, Jackson's Point, Lake Simcoe.

The employes of the McClary Mfg. Co., at London, held their annual outing on Saturday, July 16 at Port Stanley. Nearly 3,000 persons attended.

F. E. Harvey, Bedford, Quebec, has joined the selling force of the International Varnish Co., Toronto. Mr. Harvey will travel in Quebec province.

Herman Rosenberg, president of the International Varnish Co., Toronto, and Standard Varnish Works, New York, spent Friday in Toronto. Mr. Rosenberg and wife have taken a cottage at Bobcaygeon for a month bass fishing.

Austin Brothers, patternworkers, Brantford, have gone into the stove business under the name of the Austin Stove Works, and are putting a new stove on the market.

W. Slater, formerly with Westman's, Chatham, has joined the selling staff of Purdom's hardware store, London. Jay Marsh has left Purdom's to take a position with the Alexander Hardware Co., Hamilton.

Samuel Hobbs, hardwareman, 1434 Queen Street west, Toronto, recently installed a battery of seven Bowser tanks at an expenditure of about $1,000. There is a tank each for gasolene, benzine, turpentine, Canadian and American kerosene boiled and raw oil.

W. H. Gerke, manager of the Canadian branch of the Martin-Senour Co., at Montreal, was in Toronto last Saturday buying new machinery to increase the capacity of the plant. He spent the past week in Chicago arranging the advertising campaign to be conducted by the company in Canada during the coming year.

Edward Gurney, president of the Gurney Foundry Co., accompanied by his wife and daughter, are taking a leisurely vacation and business trip to Quebec and Halifax by water. They will likely visit Boston before returning home. W. H. Carrick, general manager, and his family are enjoying a holiday at the Wa-Wa, Lake of Bays district. F. F. Skinner, treasurer, together with Mrs. Skinner, have gone for a visit to Detroit and Boston.

Quebec.

The Keuffel-Esser Co., of Hoboken, N.J., have opened a repair department at their branch in Montreal, 252 Notre Dame Street.

Francis C. Reynolds, managing director for Canada of the business of Wilkinson, Heywood & Clark, British paint makers, has gone to England for a few weeks.

Thos. Robson, hardware merchant, Fenelon Falls, Ont., was in Montreal last week, calling on the trade, and on his way to the Old Country on a pleasure trip.

H. J. Gaisman, president of the Auto Strop Safety Razor Co., of New York City, was in Montreal this week. He called upon the trade accompanied by their Canadian manager, John S. Owen.

The C. P. R. Telegraph Co. intend to string 2,400 miles of copper wire on their service through the west. This will mean a copper wire from Montreal to Vancouver. It is intended to equip the entire Lake Superior section with telephones.

H. W. Birch, manager of the Canadian department of John Shaw & Sons, Wolverhampton, Eng., will visit Montreal shortly, and will tour the Dominion in the interests of their firm. He will be accompanied by J. H. Roper, the capable Canadian representative of the house.

An old Quebec City wholesale hardware house has changed hands. It is that of H. & J. Young Co., which was dissolved the other day and a new firm registered under the name of the Herman Young Co., Incorporated, of which the members are Herman Young and A. J. Teakle, who assume all liabilities.

W. F. Colton, representing James Deakin & Sons, silversmiths of Sheffield, England, arrived in Montreal this week from a business trip to the Pacific Coast. He sailed on Thursday for home. His glowing description of the business success in the west would drive most men to go there at once. He said however that most of the silverware that he sold was to general stores and to jewellers and not to hardwaremen. That to him was a surprise as in the old land his territory was through Wales, where the bulk of the finest silverware was sold through the hardware stores. In Moose Jaw in the west, for instance, his largest order was from a hardware store. This was the exception however and showed that in that one place the jewellers were less enterprising than the hardwaremen. He believed also that the men selling hardware could with a little care and intelligence develop a strong silverware department. This just bears out the arguments used in this paper that silverware is suited to the hardware trade, but it is owing to the carelessness of the merchant that he is missing a splendid revenue producer.

T. S. Tait, head of the hardware firm of T. S. Tait & Sons, of Campbellford, Ont., was a caller at the Montreal offices of Hardware and Metal. Mr. Tait was calling on the trade in company with Mr. Diplock, of the Montreal Rolling Mills. Mr. Tait poked a little fun at the new merger of the Rolling Mills, etc., and said he liked to deal with his old friends direct and was dubious about the satisfaction of the larger combines.

Frank Wilkinson, formerly vice-president and manager of the B. & S. H. Thompson Co., Montreal, has returned to the city after spending three months in the Canadian Northwest. Mr. Wilkinson is much impressed with the growing possibilities out there. He is proving his belief in the country by "pulling up stakes" in Montreal and removing his family to the west. He stated that he had secured a fine business and would send along some further word when he was permanently located.

Western Canada.

Ed. Fee, Killam, Alta., is opening a hardware business.

Joseph Beck is opening a hardware store at Edmonton.

M. J. Curtiss, is opening a hardware store at Allan, Sask.

R. B. Wilkinson is opening a hardware store at Tilley, Alta.

Wilson & Hendry are establishing a hardware store at Stornaway, Sask.

Klemm & Lang, Yorkton, Sask, have commenced in the hardware business.

At Brooks, Alta., a hardware store is being established by McKitrick & Co.

Hayr Bros., Lethbridge, Alta., have sold their hardware business to Geo. H. Ling.

R. B. Wilkinson & Co., Clive, Alta., hardware merchants, have sold to W. J. Ross.

Riggs & Whyte have sold their general store at Stettler, Alta., to Sharp & Page.

G. M. Cox, hardware merchant, has sold his business at North Edmonton to How Bros.

Cowan & Saunders are commencing a hardware and implement business, Grandora, Sask.

P. H. Holzworth, late of Calgary, is opening a hardware business at Berry Creek, Alta.

A. E. Nicholl, Killam, Alta., is adding groceries and dry goods to his hardware and furniture stock.

Michael & Milne, Content, Alta., have taken over the hardware and implement business of R. B. Wilkinson.

David Barbour has become associated with the Winnipeg branch of the International Varnish Co., Toronto.

Brown & Mitchell, Brandon, have opened a branch of their hardware business at Suffield, Alta.

Ormond & Alexander, Pincher Creek, have sold their hardware business to W. J. E. McRoberts, High River, Alta.

The International Varnish Co. has recently established a branch in Winnipeg, occupying the 4-storey building at 128 Princess street. W. J. Hill is in charge of the branch.

The Dawson Hardware Company has sold out its Vancouver business, and centred its trade in Dawson. Mr. Jones, the manager, and one of the proprietors, has returned to Dawson.

Martin, Finlayson & Mather, Vancouver, successors to the George Hunter Hardware Company, has sold out its Powell Street branch to Messrs. Latimer & Blott. The first named was manager under the former ownership.

United States.

Z. E. Martin, president of the Martin-Senour Co., Chicago, sailed for Europe, on July 9 from New York. They will return about the middle of September.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Copper.—1c decline.
Builders' Hardware.—Prices withheld.

Toronto.

Linseed Oil.—Advanced 2c.
Turpentine.—Up 1c.
Tin.—Up ½c.
Old Iron.—Down $1 a ton.

MONTREAL.

July 22.—Another drop in copper has taken place. Uneasiness rules in the big centres and anxiety is felt among holders of the metal. A few sales took place in the local market. In the States plenty of future delivery sales were made for August and September at 12¾c and 12½c. The same prices are being asked for export as for domestic shipment. Holders have statistics much against them and European buyers are merely taking enough to cover their recent sales abroad. There has been a drop of a cent and very little is doing. Rallies have taken place in certain stock exchanges, owing to a report that some magnates had met in New York and decided to arrange some steps by means of which some restriction would be made in the production of copper and the restoration of confidence in the metal. The rumor has been pronounced only a rumor such as have been floating about regarding copper for a year. A lifeless market is the note that traders are facing and no likelihood of it changing. We quote 12¾c.

Tin was active this week in big markets and the local call was considerable. Consumers are still taking very little interest in the market and the deliveries into consumption have therefore fallen down. The market is weak and if anything a tendency to lower prices.

Pig Iron.—An easier tone has ruled all week. Large consumers are developing more conservatism all over the country and some buyers have withdrawn altogether from the field. The tendency of prices is still downward and notwithstanding the fact that prices in some sections are below cost of production both in foundry and steel making iron. No change has taken place locally. The sagging market makes little doing, but it might be worse. In fact it is stated that business is much better here than across the line.

Tin.—Very little fresh has developed, and quiet trading has been the rule. A slight spurt took place one day, but this was said to be caused by heavy sales in New York being credited to the American Steel Trust. That the rise was only temporary was proven in the same market when July delivery tin was not even in demand.

The English market has remained low and no change has taken place here in price, although things look better every day. We are still quoting 35 cents and the sympathy with copper makes no likelihood for a rise.

Copper.—A dull market rules, with prices nominal and nothing doing. We quote 12¾c, with 13c in some places.

Spelter.—The market keeps fair and a demand keeps going along steadily. No change in prices. We are still quoting around $5 same as last week.

Lead.—No change has taken place in domestic or imported lead. There is nothing doing anywhere.

Scrap.—A tame market is the order. No change in prices. Heavy copper wire at 11c; light copper bottoms, 9½c; heavy red brass, 8c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3c; No. 1 wrought iron, $12; machinery cast scrap, No. 1, $16; stove plate, $12.50; malleable, $9; miscellaneous steel, $5.

TORONTO.

July 22.—Actual business is showing no advancement over last week. In general the situation remains quiet. Not many new sales are recorded. There is, however, a better feeling abroad as to price.

Copper is firming up again; tin has advanced; and there is more inquiry for spelter. Canadian and foreign iron furnaces are looking for business, and are quoting at more reasonable figures.

The railway strike is affecting the metal men adversely, and difficulty has already been found in moving of shipments and in receipts as well.

Pig Iron.—There is nothing doing in new business. Iron is still arriving from Britain quite plentifully. This is being sent out almost immediately for delivery on old contracts. The free supplies of iron and the dropping away of demand have tended to ease the market, and instead of buyers querying to find the quotation, metal men are looking for business and offering very advantageous terms. Middlesboro No. 3 iron is clipped 25c a ton in car lots, making the price $20, the same as No. 1 Canadian foundry. Canadian No. 2 is $19.50, f.o.b. furnace. Summerlee No. 2 is $22.50; Cleveland No. 1 and Clarence No. 3 are $20 50 and $20.75 respectively. Scotch irons are about the same figures; Jarrow is $20.50 and Glengarnock, $22.50. The low level of prices noted in the United States is being maintained.

Copper.—The local market is firmer today on advices from London, where the price advanced sharply £1: 5s. a ton. Early in the week it seemed as though another decline would be slated this week. Up to the time of writing no advance has been made, but undoubtedly this will come when New York fixes its new quotation. Last week's low figure $13.25 is the prevailing price. Production still keeps up at an enormous rate.

Tin.—The withholding of 500 tons of Straits tin intended for New York at London has caused a squeeze in the former city, with a consequent sharp rise. The local price has gone up ½c a pound. Demand is only fair, but supplies are short.

Lead.—This metal has shown more activity this week and trading has been quite steady. Domestic is at $3.75 and imported $3.80, unchanged quotations from last issue.

Spelter.—Judging from the increased inquiry spelter looks to be in a better position. The market, too, is firmer, though the actual quotation remains unchanged around $5.75.

Sheets and Plates.—These commodities are quietly active at the prices quoted last week. The market is strong, though there are no particularly outstanding features.

Old Materials.—Iron is lower this week, especially old wrought and machinery cast iron. The decline amounts to about $1 a ton. Dealers are paying for heavy copper and wire 10½c; light copper bottoms, 9c.; heavy red brass, 9½c to 10c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3½c; No. 1 wrought iron, $10; machinery cast scrap No. 1, $14.50; stove plate, $13; malleable, $8; miscellaneous steel, $6; old rubbers, 9c.

U.S. METAL MARKETS.

New York, July 20.—The Iron Age to-morrow says: The announcement of the $1.70 basis for wire nails and $1.50 for plain wire in the past week does not represent a $3 per ton reduction, as has been represented in some quarters, but rather amounts to a formal notification that on this basis buyers may safely contract for a time. Prices recently current have been in some cases within $1 a ton of the new figures.

Both as to prices and new demand, iron and steel markets show no measurable change in the past week. The operation of the mills is generally close to the rate maintained in June. Expectations of a buying movement are now centering about late September. The policy of the railroads to buy on the most sparing scale is making more impression on the general situation as the summer advances.

Structural work is one of the mainstays of the steel trade, and all the important fabricating plants have work that will carry them well into the fall. The Quebec Bridge, calling for 60,000 to 70,000 tons, will come up formally September 1, and there are indications of sharp international competition involving at least German, British and American work.

Pig iron buying shows some further shrinkage; the volume has been too small, indeed, to affect prices. Production has changed little. The Steel Corporation has 34 furnaces idle, against 36 a week ago.

U.S. IRON TRADE.

Cleveland, July 21.—The Iron Trade Review says: One of the important developments in the iron and steel market during the week was the reduction in the prices of wire and wire nails of two dollars a ton, as compared with prices quoted two weeks ago and three dollars a ton as compared with quotations made during the early part of May. Plain wire is quotable at $1.50, and wire nails at $1.70.

Despite the midsummer quietness prevailing in this market, makers report that specifications in most all lines compare favorably with those of the previous month. While it is true that actual bookings have fallen off and that prices in some lines have been reduced, there appears to be a better feeling generally. The markets on pig iron large pipe, plates and hoops and bands appear to be somewhat firmer at prices quoted last week.

HARDWARE MARKETS

MONTREAL.

July 22.—The strike of trainmen on the G.T.R. system is a great hindrance to the hardware as well as other trades. All points not connected with Montreal by steamer or C.P.R. are tied up and shipments have been delayed. Of course there is express chance open to through points but these are all shipped at a hazard and no time for delivery can be given. One big jobber stated that it had simply knocked their business in the head. He believed that such a thing should not be allowed in a civilized country.

It came too at a time when there were thousands of orders marked "rush" and the shipping rooms are packed with goods. No hopeful news was available at the time of going to press. The demand for harvest tools is at its highest and it will be serious for many farmers if the delay in shipments is prolonged.

A strange action has taken place on the part of American manufacturers, many of whom have withdrawn their prices. This would look as if things were not so good in the United States as most men would have us think.

Seasonable goods are in good demand such as hammocks, etc., fishing tackle and game stock. No change in prices has been reported.

Seasonable lines—Preserving utensils are now in full swing and screens and all kinds of sporting goods have the call. The activity has been somewhat curtailed by the strike but many orders have gone through by steamer and express.

Builders' Hardware — The builders' strike has not made any impression on the big trade and the demand goes on merrily. All the essentials in building are going well. We quote: Lock sets (inside), $4 per doz. and up: lock sets (outside), $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½c to 33c.

Bolts and nuts—Good strong prices and steady demand are the features. The shortage in wire nails has been slightly relieved but there is still some need of these lines. It is still the three inch variety that are short. We quote: Discount on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Harvest Tools.—What with the strike and the shortage the retail merchants are what the boys call "Up against it." No orders have been delivered with any degree of certainty anywhere on the line of the G.T.R. There has been an especially large number of orders this week and jobbers are at their wits end to know how to cope with the difficulty. We quote: Harvest tools, 50 and 5 off; scythes, cast steel, $6; better grades, $7 and up; grass hooks, $1.60 to $2 per doz.

Heavy Hardware.—These staple goods are active. Much trade is always done at the building season. There has been no change in prices. We quote: Chain coil, ¼, $5 25; ⅜, $3.80; ½, $3.50; ¾, $3.25; 1, $3.25; anchors, 40½c lb. up; merchant bar iron and mild steel, $1.90; steam gauges, $1.50 each up; injectors, $4 to $18 each; and steam gauges, 35c to 80c.

Wire.—This is a busy season for wire of all descriptions, especially hay wire. Trade generally is good and fence wire is making record sales. We quote: Barb wire, car lots, mixed, $2.45; small lots, $2.50; plain twist, car lots, $2.75; small $2.80. Galvanized wire No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b. Montreal. Coiled spring fencing, $2.30 straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.35 base. Staples, bright, $2.60; galvanized, $2.85.

TORONTO.

July 22.—Hardware trading continues to have a good swing. Orders are satisfactory, and all the jobbing houses report a good feeling.

The fly in the ointment is the strike on the G.T.R. If the disagreement lasts any length of time there will undoubtedly be serious consequences. As it is, goods for shipment to interior G. T. R. points are being held for further instructions and these are beginning to pile up in jobbers' shipping rooms. Mail from these points, too, are a day behind. Fear is expressed that manufacturing plants at smaller points served only by G.T.R. may be compelled, through lack of shipping facilities, to cease operations temporarily.

Jobbers complain, too, that goods purchased at U. S. points are being delayed on account of the strike, the G.T.R. having the best of the connections with lines across the border.

Manufacturers of builders' hardware in the United States are not quoting prices. Many of them are getting out new catalogues and are withholding prices until they are placed in the hands of the jobbers. It is believed that staple lines will show a slight decrease, and that the newer goods a small advance in price, but the changes are not expected to amount to 5 per cent. either way. However, this is as yet but conjecture.

Seasonable goods are the wantable lines. Grain cradles, forks, hoes and rakes being prominent. Wire cloth and screens are decreasing in demand. The market is firm and prices are generally stable.

This is the holiday season for travelers, so a majority of orders are of the letter order variety. As a rule they call for good quantities of staple lines.

Builders' Hardware—Steady sales prevail, and prices hold firm. Opinion is divided as to future local business. Some aver that builders are getting cautious in going on with contracts in Toronto, while others hold that present buying is fully up to the standard set last season, and that the year's end will show even greater business than last year. American makers are withholding quotations while new change sheets are being issued. It is said that though there is a general tendency towards firmer prices, the changes, if any, will be few and slight, and that as an offset there will be a corresponding decrease on staple goods.

Summer Lines—Lawn and verandah seats, lawn swings, hose goods and hammocks are yet the leaders in this department. There is, too, a good demand for early harvesting implements. Hay rakes and garden rakes continue to be much sought after, and last week's call for gardening hoes is being duplicated. Grain cradles, scythes, hand cutters, etc., are increasing in sales and just now are very prominent. While there is still a fair call for screen goods, demand is easing off, and compared with the beginning of July there is a decided difference in the volume passing out. This applies to screen doors, poultry netting and wire cloth, especially.

Household Goods—Preserving utensils are moving well. Refrigerators and ice chests are in fair demand. Coal oil stoves and lamp goods have been splendid sellers this season. House-cleaning articles are moving satisfactorily.

Wire Goods—Fence and clothes-line wires are the principal styles moving at present. Both barbed and plain are called for for fence work, with the latter having the best demand.

Mechanics' Tools—Demand is but fair just now, though of late some good sales have been made of saws, hammers and planes. New importations are arriving.

Bolts and Nuts—Trading is fairly light, though satisfactory. Manufacturers report good business.

Heavy Hardware—Demand for pipe, bars and rods is steady. Splendid business is again being done in structural beams. Plates and sheets are livening up trading, and chain is moving pretty freely.

Sporting Goods—Seasonable lines have the best call. Tennis supplies have sold well locally; and both city and provincial trade in lacrosse and baseball supplies has been fine. Motor boat, bicycle and automobile supplies are going well just now.

A MACHINERY MERGER.

The Canada Machinery Corporation is the latest merger to be announced, it including the MacGregor, Gourlay and Campany, Galt; John Ballantine and Company, Preston; Hespeler Machinery Company, Hespeler; the woodworking machinery departments of the Goldie and McCulloch Company, Galt, and the Sussex Manufacturing Company, Sussex, N.B. The capitalization of the new company will be $4.000,000. The companies taken over constitute practically all the concerns in Canada manufacturing the lighter grades of woodworking machinery and tools. They also constitute a large percentage of the manufacturing capacity of ironworking tools in Canada. The headquarters of the new company will be at Galt.

Higgins & Willoughby, Regina have been awarded the contract for the sheet metal work in connection with the University Buildings at Saskatoon, the contract being for $30.000. They also have the sheet metal work on the new Parliament Buildings at Regina, which is for $40,000.

PAINT AND OIL MARKETS

MONTREAL.

July 22.—Trade is good. All the big paint makers report a steady, solid business. It is a common expression to hear "Business is fine for the time of year." The hot weather has not been a foe to orders. Travelers are sending in good big orders from all parts of the Dominion. There seems to be a lot of summer painting going an all over the country and retailers have had a large demand for mixed paints. Linseed oil is in about the same condition it was last week.

Turpentine is the main issue. The price remains around 88 cents and a shortage is in sight. As stated last week there is not much danger of a real scarcity because the manufacturers are well supplied and can wait until stock comes forward.

Paris green is exciting some attention because the stocks are well exhausted. Some of the big makers have held some in reserve and they are lucky, but a number have been unable to meet the demand and there is likely to be trouble. Prices are most likely to go higher although we have no change in quotations.

Turpentine.—Steady market. Scarcity still being called out. No pronounced change in price. Fluctuating market but a return to 88 cents.

Linseed Oil.—The sagging market is causing some uneasiness. The price remains unchanged at 86 cents for raw and 89 cents for boiled.

White Lead.—Steady trade is being done and business looks well for the future. We quote $5.50 to $6, according to brand, and No. 1, $4.50 to $5.50 f.o.b. Montreal.

Red Lead.—No change has taken place. We quote: Genuine red lead in casks, $4.75, in 100-lb. kegs, $5.25; less quantities at $6.25 per 100-lbs.; No. 1 red lead, casks, $4.25; kegs, $4.75, and small quantities, $5.75.

Paris Green.—Now is the big selling time in the country districts. The scarcity of good green has caused some alarm. No change in prices although an advance is expected.

Varnishes.—Plenty of trade in varnish of all kinds. Prices remain unchanged.

Putty.—Good sales are reported. Price is firm and unchanged. We quote 100-lb. drum $2.25; bladders in barrels, $2.70.

TORONTO

July 21.—Trading this week is somewhat better than last week. About half the local manufacturers and jobbers report improvement, though there are some others who state that business is pretty much as it was last week.

The outstanding features of the paint situation are the advancing fluctuations of linseed oil and turpentine. Both lines have gone higher several points since last issue. There are no other price changes.

The G. T. R. strike is interfering with shipments to interior points where that line is the only communicating link with the outside world.

A good demand is in evidence for varnishes for floors and furniture, and a satisfactory call continues for prepared paints. There have been splendid sales of green colored paints, which seem to be the favorite for house exteriors and general outside work this season. A great deal of green paint has been used locally.

Glass is still scarce and the market firm in price, though no changes are anticipated. Putty is selling better, and white lead continues steady. A shortage of rosin is reported from the south.

Linseed Oil—Quite an advance has taken place during the past week, accounted for in Great Britain from the fact that all the seed to come from the Argentine Republic from the past crop is exhausted, and the supply coming from the East Indies is lighter than last year. Prices have advanced to such an extent that the cost to import would be fully 5 cents per gallon more than it was a week ago,—about 85c laid down at Montreal. In Canada the price of flaxseed was somewhat lower two weeks ago, at the same time there was none offering for sale. Recently a small lot was offered for sale at Fort William at an advanced price and was immediately bought up by an American company. The Chicago and Duluth price is now around $2 a bushel.

Crushers have advanced their linseed oil figures to around 91c, for barrels in carlots, and jobbers have also raised their quotations. While there is still a wide variety of prices offering the lowest offering is 3c higher than last week. The lowest quotations given were 89c and 92c for single barrels. The majority of houses, however, are asking 91c and 94c; and one firm has prices up to 93c and 96c. The market is likely to be steady and high until the end of August.

Turpentine—Uncertainty is yet the dominant note in turpentine prices, quotations ranging from 89c to 98c for single barrels. A further surprise has been caused by the shortage of supplies in the southern states and prices have jumped up nearly ten per cent. in the past ten days. It is now said that contracts that have been made some weeks ago for the July supplies will take up all the stock coming forward and turpentine will cost for delivery in Toronto about 15 per cent. more than it would have done two weeks ago. Even at the low quotations the price has been advanced from 2c to 4c, per gallon this week, though the average price is now at 95c, an advance of 8c during the week. No two houses are quoting exactly alike, the prevailing figures are 89c, 91c, 93, 95c, and 98c. It looks as if someone is cornering stock in the south.

Paris Green—It is possible and very probable that not much of this year's supply will be carried over. Manufacturers, jobbers and hardwaremen report splendid business. The market has been regular too. Satisfactory sales are still passing. Prices remain firm at the old figures. 50 and 100 lb. drums, 19¼c; 1-lb. packets in cases of 100, 21¼; and 1-lb. tins, 100 in case, 22¼c.

White Lead—So far this year white lead has proved to be the most satisfactory paint line being sold. While there has been a diversity of prices offering the market has been steady under a good tone. Present sales are exceedingly fair. Prices are unchanged. Pure brands run from $5.65 to $7.15; and No. 1 from $5.25 to $5.65 per hundred, ordinary lots.

Red Lead—Trading is quiet. Genuine in casks is $4.75 per hundred, with No. 1 at $4.25. Kegs are 50 cents more

Glass and Putty—Sales of putty are increasing steadily. Outside quotations range from $2.20 to $2.70, the former for bulk in casks and the latter for bladders in barrels. Importations of glass are yet rather small and slow, while demand is showing life. The market is firm, but present indications do not pressage advanced quotations.

Petroleum—The advance of benzine and gasolene prices has not at all deterred buying. This has been a splendid season for these two lines, even were it at an end just now. Coal oil, too, has found readier sale this summer than for many years past. All prices quoted last week still prevail.

WANTS UNIFORM PRICE.

Listowel, July 19.—"A uniform price on ranges would be a good idea. For instance a firm selling ranges here and the same in the adjacent towns. If there were one selling price, it would be much better instead of one agent trying to reduce the price a little in order to be lower than his neighbor in the adjoining town. This is one of the evils we have to contend with which the maker might help us in keeping the price uniform."—S. L. Adolph.

STOVE STRIKE SETTLED..

The settlement of the long-standing fight between organized labor and the Buck Stove and Range Company, of St. Louis, is regarded as one of the most notable victories for unionism in years. In business circles the belief is that the death of James W. Van Cleave, president of the company, two months ago, was one of the leading causes of the peace agreement. He had devoted most of his time in the closing years of his life to fighting the labor unions. He was also president of the National Association of Manufacturers. Under the agreement, the Buck plant becomes a union shop.

Fred. W. Otton, Barrie, has left on a six weeks' pleasure trip to Edmonton, Calgary and other Western Canada points.

If you neglect to pay any attention to cranky buyers you may save yourself a good deal of trouble, but you will certainly drive away a good deal of ready money.

Linseed Oil Production in Western Canada

Shortage of Seed in the United States, India and Argentine Helps to Create a Big Demand for Canadian Seed — Western Farmers to Increase Their Crops of Flax.

In the future industrial expansion of Western Canada the production of linseed oil and cake is destined to have a large place. At present there are two large mills in Winnipeg, and although they succeed in supplying the demands of the prairie provinces, yet they are taxed to their utmost capacity.

There are many industries in Western Canada which are yet in their infancy, but if present indications in the linseed oil trade mean anything, it is that year by year there is an increased market for the linseed products. Perhaps however that which affords the greatest optimism is the untold possibilities in the vast western soil for the growth of flax. As the agricultural products increase the quantity of flax grown will not only increase with the ready demand for the seed, but it will stimulate linseed oil and cake manufacture in this country, and in the country to the south. That there is a vast export and local market for the product is made clear this season by the pressing demands for oil everywhere on this continent, not to mention the extensive market for cake across the Atlantic.

Shortage in United States.

This year the trade is running on an extensively high price owing to a short crop in the United States which has compelled U. S. buyers to look to Canada for the supply. The price as a consequence has been raised. The effect of this year's condition is going to have the result of greatly increasing the crop acreage in the west. Of the approximate 3½ million bushels of seed that were harvested in Western Canada in 1909, over 1-3 of this quantity was exported to the United States. Even at the present rate of duty on import flax seed into the United States, which is 25 cents per bushel, American millers find it convenient to buy on the Canadian market. Of the 1909 crop she bought heavily, and almost closed out some of the Canadian buyers. In Duluth the first week in January, 1910, showed that the price of $2.25 was bid cash for May seed, $1.68 was bid for September, and it advanced until sales were made at $1.75 and $1.80. These facts made it evident that these was an ever-increasing market, and there was no danger of the seed being overstocked. It does not seem possible to produce enough flax seed the coming year to satisfy the requirements.

The United States and Canada, as well as Europe, is consuming more and more every year, and the United States at least can use at high prices 30 to 40 per cent. more flax seed than was produced in that country in 1909. The Argentine crop is reported to be short, and it will be February 1911 before the first of its next crop could arrive in Europe or the United States. As a result American millers are interesting the agriculturalists and experimental farm stations in the needed increased production of flax.

The condition in the United States and Canada is much alike. The millers in this country who bought at good figures and in large quantities at an early date are reaping good returns, and those whom the short crop closed out will find their product soon exhausted in the urgent demand for oil both from the dealers and manufacturers.

Use of Oil Increasing.

The greatest demand for the product of the local mills comes from the Winnipeg manufacturers of paints, and as it is highly probable that other paint plants will be in operation farther west in a few years, the linseed oil trade is only made more secure. One Winnipeg paint manufacturer will have purchased when the season closes over 3,000 barrels of oil which is fully one third in excess of last year's trade. There are reports in circulation that another linseed oil mill is to be erected in Winnipeg to be in operation within two years, and when that time arrives there may be others under construction in Winnipeg or farther west.

The people of Western Canada are consuming an enormous quantity of paint, and there is no likelihood of there being any falling off in this regard.

Arrangements are now about completed for the excursion of the Canadian Manufacturers' Association, which will run to Vancouver in September in connection with the annual meeting. It is expected that over 400 delegates will attend. The excursion will be divided into two sections. The main party will be made up in Toronto, though for the benefit of those wishing to go direct from Montreal and points east, special cars will be attached to one of the regular trains and carried as far as Sudbury, when they will join the special excursion. On the return journey the party will visit Minneapolis and St. Paul, where they will be entertained by the Commercial Clubs of the Twin Cities.



Linseed Oil Plant of the Canada Paint Co., Winnipeg.

WINDOW PRICE TICKETS.

Here's a tip for hardwaremen along the line of window price-tickets. The idea is from J. Kingsborough, with J. A. Brownlee, of the Talbot street stove store, London, Ont. His practice had been to use signs made with broad pens and colored inks on ordinary soft paper. They took a lot of time, considerable skill, and soon showed the dirt. The tickets now in use are of stiff cardboard, the coating on each side being of a different color — light grey, light brown, etc. This is obtained at the bookbinders, and for the lettering ordinary school crayons are used. The result is large white lettering and figures standing out clearly from a dark background. The tickets stand up against any article, but the beauty of the thing is that they are virtual blackboards, and may be used many times. "Look at this one," said Mr. Kingsborough. "I have used it fifteen times, and you would not know it. The sun has faded the coating two or three shades."

NOVEL SOLDERING IRON.

It is frequently desirable to be able to change the angle of the head of a soldering iron so as to reach otherwise inaccessible localities. In order to make this adjustment possible, even while the head is hot, an inventor has devised a soldering implement in which the head is attached to the handle by a ball and socket joint. The stock of the implement is threaded into the handle, and the outer portion, which is split, terminates in a pair of half sockets adapted to receive the ball formed on the soldering head. A sleeve fits over the stock, and is formed with a knurled collar, which may be seized in one hand while the handle is turned with the other, causing the stock to be threaded in or out, so as to clamp or release the head. The head may thus be secured at any angle with respect to the handle.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, July 21.—Some sections of Western Canada have suffered severely from the drought and the reaction has set in upon all lines of trade. In southern Manitoba the crop outlook is so poor that merchants are not buying and several local wholesale houses have withdrawn their travelers from that district. Other sections of the country chiefly in the southern parts of all the provinces will yield a light crop, but all the north country from end to end of the vast prairie is not injured in the least, and the crop is reported to be in in an exceptionally good condition. As the increase of acreage under crop over last year is large and as this increase is mostly in the northern sections, it is believed that the yield will still be very large, and the west as a whole will not be injured financially. Yet in such sections where the outlook is disappointing, many merchants will be seriously handicapped.

Wholesalers report the general trade quite brisk, and although orders were light in some centres this was made up in other districts where wealth and optimism prevails. The vast increase in population and the incentive given to open new centres, has greatly strengthened the western hardware business.

Repeat orders are numerous for harvest tools, threshers' supplies, binders, whip, etc., and the builders' hardware trade is very steady. An advance is confidently expected on all Canada plate. Already the Old Country price has gone up a few points, due to the increased cost of production and the Canadian market is expected to follow.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50 ; No. 1, $2.40 ; 2, $1.80 ; p.g. oak, $2.75.

Augur Bits—"Irwin" bits 47½; other lines, 75 per cent.

Bolts—Carriage ⅜ and smaller, 65 ; 7-16 and larger, 55 ; machine, ⅜ and under, 60 and 5 ; 7-16 and over, 55; machine set screws, 65 ; plough bolts ,50 ; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

Bar Iron—Bar iron, $2.50 ; Swedish iron, $4.75 ; sleigh shoe steel, $2.65 ; spring steel, $3.40 ; machinery steel, $3.50 ; tool steel, Black Diamond, 100 lbs., $8.50 ; Jessop, $13.

Blocks—Steel, 45 ; wood, 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 33½c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, $4; pressed standing seamed roofing, 28, painted, $3.20; galvanized, $4 ; 26, $3.55 and $4.35.

Canada Plates—Half polish, 6 and 7-inch, $3.15 ; 8-inch, $3.40 ; full polish, 6 and 7-inch, $3.90 ; 8-inch, $4.15.

Clevices—7½ cents per lb.

Enamelware—Canada, 50 ; Imperial, 60 ; Premier, 50 ; Colonial, 60 ; white, 70 and 10 ; diamond, 50 ; granite, 60 per cent.

Fittings — Wrought couplings, 60 ; nipples, 75 ; malleable fittings, 25 ; bushings and unions, 60.

Files—American, 75 ; Black Diamond, 60 ; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80 ; 18, $3.85 ; 20, $3.80 ; 22 and 24, $4 ; 26, $4.20 ; 28, $4.60 ; 30 gauge or 10¾-oz., $4.80 ; Queen's Head, 20, $4 ; 24, $4.20 ; 26, $4.60 ; 28, $4.80.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.65 ; No. 2 and larger, $4.40 ; snowshoes, No. 0 to No. 1, $4.90 ; No. 2 and larger, $4.65; steel, No. 0 to 1, $5 ; No. 2 and larger, $4.75 ; featherweight, $6.15.

Horse Nails—"M.R.M." cold process —No. 3, $4.30 ; 4, $3.80 ; 5, $3.55 ; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75 ; grass, $1.70.

Iron Washers—Full box, 45 p.c. ; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., $2.45 ; ⅜-in., $2.75 ; ½-in., $3.30 ; ¾-in., $4.10 ; 1-in., $5.80 ; 1¼-in., $8 ; 1½-in., $9.50 ; 2-in., $12.70 ; 2½-in., $20.80 ; 3-in., $27.40 ; 3½-in., $34.20 ; 4-in., $39; 4½-in., $43.50. Galvanized, ¼-in., $3.40 ; ⅜-in., $3.70 ; ½-in., $4 ; ¾-in., $5.25 ; 1-in., $7.60 ; 1¼-in., $10.35 ; 1½-in., $12.70 ; 2-in., $17.

Logging Chains—5-16, $6 ; ⅜, $5.50 7-16, $4.70.

Lanterns—Cold blast, per doz., $7 ; coppered, $9 ; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead pipe, $6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, ,8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c per lb.

Rope.—Sisal, 9½ ; pure manila, 11 ; British manila, 9¾ ; lath yarn, 9½c.

Sheet Zinc.—Casks, $7.75 ; broken lots, $8.50.

Steel Squares.—45 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder.—21c per lb.

Screws—Flat head iron, 80, 10, 10 and 10 ; brass, 75 ; round head, iron 80 ; brass, 70 ; coach 67½ per cent.

Stove Pipes.—6-inch, $8.69 ; 7-inch, $9.31.

Terne Plates—I.C. plates, $8.50.

Tin Plates.—I.C. charcoal 20x28 full box, $9.25 ; ½ box, $4.87½ ; IX, full box, $11.25 ; ½ box, $5.87½ ; IXX., full box, $13.25 ; ½ box, $6.87½.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½ ; pieced, 30 ; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., $3.05 ; plain twist, $3.40 ; staples, $3.00 ; annealed wire, $3 base ; oiled, 10c extra ; bright iron, $3.20 base ; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, $3.50 ; No. 9, $3.10 ; No. 10, $3.60 ; No. 11, $3.70 ; No. 12, $3.30; No. 13, $3.40 ; No. 14, $4.25 ; No. 15, $4.75 ; No. 16, $5.

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers.—Royal Canadian, $38 ; new easy, $52.75.

Paints and Oils.

As the season advances the output is increasing in all staple lines. The large stocks in retailers' hands are rapidly becoming exhausted and orders are for wide ranges, high quality and large bulk. Ready-mixed paint is going out for exterior work in large quantities and this rush will not cease until the snow flies. The weather everywhere in the west is congenial for a good paint and oil trade, and crop conditions will warrant plenty of buying on the part of the merchants.

Turpentine.—The market is up 5 cents due to the reports that the plant is seriously dwarfed this season. The supply is said to be low in comparison to other years, and a higher price is expected to rule before long. The market stands to-day at 95 cents.

White Lead.—The demand keeps up well and the output is gradually increasing. There is no change in the quotations which are $6 to $6.50 for the pure, according to the brand.

Dry Colors.—Wholesalers claim that the ground in oil colors are fast superseding the dry, although this season there is some going out to every corner of the west. There is no weakness in the market.

Putty.—There is a steady outlet for putty and orders are all for good quantities. Bladder putty, in bbls., $2.75 ; in kegs, $3 ; 10-lb. drums, $2.75.

Linseed Oil.—The price quoted last week of $1 for raw and $1.03 for boiled holds this week. It is believed that a lower market will be quoted soon, but the raw flax supply does not warrant such low prices as are quoted in the east at least. The future is interesting.

Red Lead.—Some good orders are coming in for this stuff which, on the whole, is quiet. We quote : Genuine red lead in casks, $5.50 ; in kegs per 100 lbs., $6 ; less quantities, per 100 lbs. $6.50.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 18c; Sunlight, 20c; Family Safety, 24c; Searchlight, 22c; Red Rose, 25½c; Keystone Special, 20c; Pemoline, in bulk, 19c; Silverlight, in bulk, 16c; Acme lamp, in bulk, 28c; White Rose, in bulk, 22c; National Light, in bulk, 21c; Engine Gasoline, 24-25c; White Lily, 26c; Royal, 24c.

BATTERIES IN WESTERN CANADA.

The Northern Electric and Mfg. Co., with branches at Calgary, Regina and Vancouver, are acting as agents in Western Canada for X cell batteries, made by the Canadian Carbon Co., Toronto. Recently several carloads of these batteries were shipped to the west for distribution.

The Canadian Carbon Co. has also made contracts with the governments of Manitoba, Alberta and Saskatchewan for the supply of these X cells.

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb 0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 50c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal.—Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb.

Lion Metal Co., Montreal. — Lion Extra, 60c.; Genuine, 50c.; Crown, 40c.; Antifriction, 30c.; Special, 25c.; "A," 20c.; "B," 15c.; "C," 12c.; Mag Metal, 10c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch.....	2 30	2 40
Tubes per 100 feet, 1¼ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb.....	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER	Per 100 lb.
Casting ingot.....	13 50 13 50
Cut lengths, round bars, ½ to 2 in. .	21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..	23 00
Plain, 16 oz., 14x48 and 14x60.....	22 00
Tinned copper sheet, base.....	24 00
Planished base.....	28 00
Braziers', in sheets, 6x4	23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1.....	....	20 00
" " No. 2.....	....	19 50
Middlesboro, No. 3 pig iron..	17 75	20 00
Summerlee, No. 2 " ..	20 25	22 50
Carron, special.....	20 00	....
Carron, soft	19 75	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow.....	17 75	20 50
Glengarnock.....	....	22 50
Radnor, charcoal iron.....	32 00	32 50
Ayresome, No. 3.....	18 75	....
Ferro Nickel pig iron (800).....	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...	....	27 50
Angles..... base	2 50	2 50
Common bar, per 100 lb.....	1 90	2 05
Forged iron	3 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel.....	1 90	2 15
Sleigh shoe steel.....	1 90	2 15
Iron finish machinery steel (domestic).....	1 95	2 15
Iron finish steel (foreign).....	2 25	2 25
Beeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 40	2 50
Mining cast steel.....	0 07½	0 08
High speed.....	0 65	0 65
Capital tool steel.....	0 50	....
Cammell Laird	.....	0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel.....	0 06½	....
Silver tool steel.....	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch.....	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets.....	2 40	2 60
All bright, 52 sheets.....	3 50	3 50

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52.....	4 45	4 45	4 35
60.....	4 70	4 70	4 60
20x28x80.....	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20....	3 60	3 35	3 60	3 60
22-24....	3 65	3 40	3 65	3 65
26.....	4 05	3 80	4 05	4 05
28.....	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 25 cents extra.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 60 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $3.35; 18 x 36, $3.50.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 10½
Light copper bottoms	0 09½	0 09½
Heavy red brass.....	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass.....	0 06	0 06½
Tea lead.....	0 02½	0 02½
Heavy lead.....	0 02½	0 02½
Scrap zinc	0 03	0 03½
No. 1 wrought iron	12 00	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate.....	12 50	13 00
Malleable	9 00	8 00
Miscellaneous steel	5 00	6 00
Old rubbers.....	0 09½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 50	3 75
Imported pig, per 100 lb.....	3 75	3 85
Bar pig, per 100 lb.....	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll...	5 00	5 00
Sheets, 3 to 6 lb. ft.....	4 75	4 75

Cut sheets 4c. per lb. extra.
Cut sheets to size, 2c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 20	0 20
Wiping	0 18½	0 19

SHEET ZINC.

5-cwt. casks	6 75	6 75
Part casks.....	7 00	7 00

SPELTER.

Foreign, per 100 lb	5 75	5 75

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $35 00 35 00

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$5 50
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued. Per box

I C, 14 x 20 base.....	5 50 5 75
I X, 14 x 20 "	6 50 6 75
IXX 14 x 20 "	7 50 7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base.....	4 25
I X, 14 x 20 "	5 00
I XX, 14 x 20 "	5 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. }	
" 14x60, " }	6 75
" 14x65, " }	

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25 7 50
" " 26 "	8 00

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 13, $3.80; No. 11, $3.9; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18 $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21 $7 — No. 22, $7.30 — No 23, $7.65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27 $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-8', $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c —in ½-lb. hanks, 35c.—in ¼-lb. hanks, 50c—packed in casks or cases, 15c —bagging papering, 10c

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs.. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 5c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb.....	....	2 45
Galvanized, plain twist.....	....	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized.....	....	2 85
Plain.....	....	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins.....	0 80	0 85
In barrels, 5-gal. tins.....	0 80	0 85

BRUSHES

Paint and house old, 75 per cent..

BEESWAX

Per lb.....	0 40

CHEMICALS.

	In casks	per lb.
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
flaked.....		0 05½
Green copperas (green vitrol).....		0 01
Sugar of lead.....		0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.		0 09
Chrome yellow "		0 18
Golden ochre "		0 [illegible]
French " "		0 09
Chrome green "		0 11
French permanent green "		0 15
Signwriters' black "		0 17
Marine black, 25 lb. irons.....		0 05

GLUE.

French medal.....	....	0 10
German common sheet.....	....	0 10
German prima.....	....	0 15
White pigsfoot.....	0 15	0 20
Brantford medal.....	....	0 10
" brown sheet.....	....	0 10
" golden sheet.....	....	0 13
" gelatine.....	....	0 22
" white gelatine.....	....	0 20
" white glue.....	....	0 12
" 100 flake.....	0 10	0 11

Brantford all-round glue, ½-lb. packages, 10c.; ¼-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs.....	0 19½	0 19½
Packets, 1-lb., 100 in case.....	0 21½	0 21½
" ½-lb., "	0 23½	0 23½
Tins, 1-lb., 100 in case.....	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 [illegible]
" 100-lb. kegs.....	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base.....	1 70
Canada Paint Co.'s pure	1 60
Globe house paint (Windsor).....	1 25
"New Era" house paint (Windsor)..	1 35
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.C... ...	1 35
Brandram-Henderson's "English"	1 60
Ramsay's paints Pure	1 4
" Thistle.....	. 10
Martin-Senour 100 p.c. pure, base	1 70
Senour's Floor Paints, base.....	1 35
Jamieson's "Crown and Anchor"	1 5.
Jamieson's floor enamel.....	1 75
Island City pure paints.....	1 50
Sanderson Pearcy's, pure	1 40
Robertson's pure paints.....	1 40

PLASTER OF PARIS

Per barrel.....	2 3

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 45
Bladders in bbls	2 70

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs.	4 25	4 25
No. 1, kegs, per 100 lbs.	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Prime white petroleum per gal		0 13
Water white "		0 15
Pratt's astral "		0 17½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 19
Benzine, per gal single bbls		0 17
Turpentine, single barrels	0 82	0 89
Linseed Oil, " raw	0 86	0 91
" " boiled	0 89	0 94

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		2 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
" No. 1		0 95
" union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps brown japan		1 60
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 85
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's. white enamel		3 50
Canada Paint Co's sun varnish		2 00
" Kyanize " Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's " Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25
Island City Dreadnought Finish		2 50
C.O. Co's. Permanite, interior		2 00
" Herculo, exterior		2 50
" Reflex, floor		2 25
" Japanite Dryer		1 25
Stovepipe varnish, ½ pints, per gross		8 00
Pure white shellac varnish, in barrels		1 75
Pure orange " " "		1 70
No. 1 orange " " "		1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 25	6 40
Elephant Genuine	6 25	6 40
Lily Pure	5 75	5 90
Tiger Pure	5 55	5 70
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		5 50
Brandram's B. B. Genuine	7 00	7 15
" Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 50	5 65
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 75	5 90
Island City pure lead	5 75	5 90
Sterling C.P.		5 75
" Decorators		5 25
Sanderson Pearcy's		5 75
Robertson's C.P., lead	5 50	5 65
Decorators' Pure	5 75	5 90

No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20. per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith		7 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 50
Double strap hangers, doz. sets		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		6 50
" " rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in (100 ft)	3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent
" " ½ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 and 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ½ and less	60 and 10
" " 7-16 and larger	55 and 5

Coach Screws, new list 75
Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 7[illegible]
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, bris., per gal	0 15
" " tins	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb.	0 06
Nails, per lb.	0 05
Mop cotton, per lb	0 15

BINDER TWINE.

500 feet, sisal	0 07½
500 " standard	0 07½
550 " " manilla	0 07½
600 " "	0 08½
650 " " "	0 09

Car lots, ½c. less; 5-ton lots, ¼c. less
Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, 45 p.c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent
Crescent brands, 70 per cent.

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 60	1 7
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65 0 80
" lead pencils, per grs	2 40 6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $8; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLAMPS

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts		3 00
3 " " "		3 65
4 " " "		4 80
5 " " "		6 60
" "		8 00

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEONS.

Canadian, 45 and 10 per cent.

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 75
10 " " "	3 00
12 " " "	3 50
15 " " "	5 10

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs.	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent,
Galvanized washtubs, 45 per cent.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz., doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ¾-inch	per gross	9 00
" " ½ "	"	10 00
" " ⅜ "	"	12 00
Leather, 1-inch	per doz.	4 00
Leather, 1½ "	"	5 20
Web		2 45

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in. "	6 75
" " 8-in. "	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 50
over 12 in. "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $8.40; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.56; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—	
¼ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4.10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 3 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain. " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.10; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $5.10; do., 4 knives, $6.25; 9 in. wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives. $7 25; 10½ in. wheel, 4 knives, 12 in. sizes, $8.50; ball bearing, do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 25
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.35 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1½—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ½ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers ....per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent. discount
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 42½.
"Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
6, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pitts, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	10 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Gillette Safety, each		5 75
Clauss Razors and Strops, 50 per cent		
Ever Ready Safety		9 00

ROPE AND TWINE.

Sisal rope	0 09
Pure Manilla rope	0 10½
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Sisal bed cord 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine per lb.	0 33 0 45
Staging "	0 27 0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 30 lbs	1 40

SASH CORD.

No. 8, per lb. 0 34½

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

SCYTHE SNATHS.

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's per doz.	0 65	1 00
North Bros., No. 30 per doz.		16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 60 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net 2 85

SNAPS.

Harness, 25 per cent

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	00

STAPLES

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50
Nestable, 45 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common....per doz.	1 22
7-inch "	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p.c.	

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		6 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	22 00
" under 40 lb., "		24 00
200 lb. and over		28 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch poi shoe rivets, 45 and 10; cheese box tacks, trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS

Disston's, 10 per cent.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs.		3 55
Saw vise	4 50	5 00
Blacksmiths', 60; parallel, 45 per cent.		

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz.	73 75
Square "	77 50
Dowswell	48 75
New Centur, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, mproved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer .... 20 per cent.	172 50

WRINGERS

Royal Canadian, 11 in., doz	46 25
Improved Royal Canadian, 11 in	48 75
Eze, 10 in., per doz	47 25
Bicycle, 11 inch	58 25
Trojan, 12 inch	101 50
Challenge, 3 year, 11 in	48 75
Ottawa, 3 year, 11 in	56 00
Favorite, 5 year, 1 in.... 20 per cent.	57 00

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in.	1 00
" " " 36 in.	1 25
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shove handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

The development of Canada in general and the Western Provinces in particular is creating an immense demand for

"METALLIC" BUILDING MATERIALS

Are you prepared to meet the demand in your vicinity?

Mr. Hardware Merchant! it needs no prophet, nor the son of a prophet, to figure out exactly what will happen. Look around you and reason out the situation for yourself. Millions of dollars are being invested in railroads by able, far-seeing men. Half-a-million farmers will be added to our population this year. Towns are springing up all over the plains—millions of dollars will be invested in building materials. Are you going to corner your share of the profits by supplying the demand in your town or district? Or are you going to allow another man to build up a permanent and successful business right under your nose?

We are the largest and oldest manufacturers of

"METALLIC" BUILDING PRODUCTS

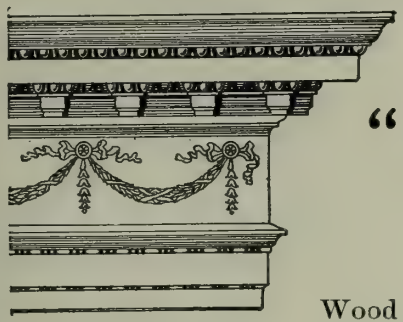
in Canada. The facts are simply stated to let you know that **Metallic Building Materials** have stood the test of time—the only test there is for building materials. Every Metallic product is fire-resisting, rust-proof, wind and waterproof and just as durable and indestructible as human ingenuity can make a building material.

More than that, **Metallic Building Materials** are distinctly the building materials of the twentieth century. It will pay you to look over a few of our principal lines illustrated and described on the next two pages.

MANUFACTURERS OF:—

"Eastlake" and "Empire" Metallic Shingles, Rockface Brick and Stone Sidings, Sheet Steel Pressed Brick, Metal Cornices and Skylights, Ventilators and Finials, Pressed Zinc Ornaments, etc.

The Metallic Roofing Co Limited
TORONTO & WINNIPEG



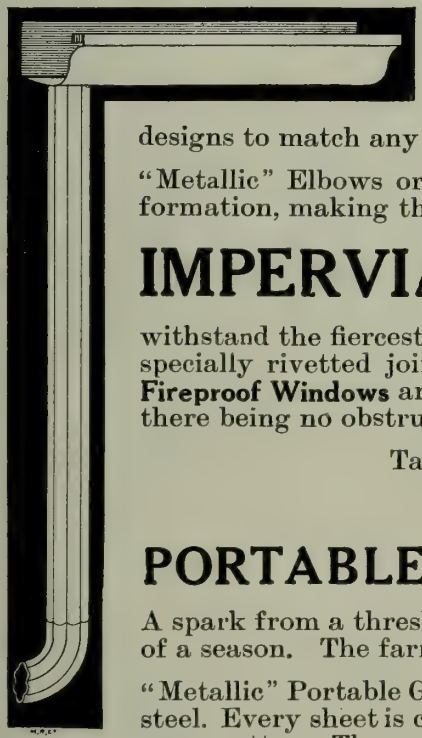


"METALLIC" CORNICES

Wood rots away and stone is very expensive, so that "Metallic" is rapidly displacing wood and stone for cornices and other building decorations. This means more business for you. Don't wait till the building is well under way before going after the order for "Metallic." Start after it as soon as the excavation is dug. Better still—keep your eye on the permit notices in your local paper. It will suprise you the amount of "Metallic" business you can get in that way.

Our "Metallic" Cornices are made in sheet copper and heavy galvanized steel, and can be furnished in any design desired. They are so artistic and durable that they can be placed on the costliest buildings.

EAVETROUGH and CONDUCTOR PIPE



made from the finest quality of galvanized steel in any shape or style desired—trough either straight or curved to any radius.

Ornamental Conductor Heads and Straps in varied designs to match any style of architecture.

"Metallic" Elbows or Shoes in either corrugated or plain are galvanized after formation, making them absolutely rust-proof.

IMPERVIA FIREPROOF WINDOWS

withstand the fiercest heat. The wire-glass is set in hollow metal frames with specially rivetted joints—nothing **can** give way at crucial moment. **Impervia Fireproof Windows** are specially adapted to take the place of ordinary windows, there being no obstruction to the light in their construction.

Talk to your farm customers now about

"METALLIC" PORTABLE CORRUGATED GRANARIES

A spark from a threshing engine or a bolt of lightning might wipe out the work of a season. The farmer will listen when you talk "HIS" interests.

"Metallic" Portable Granaries are made of the best heavy corrugated galvanized steel. Every sheet is curved, making the granary very strong and the erection an easy matter. The roof is also made of galvanized steel, **not canvas,** like most portable granaries. "Metallic" granaries are absolutely lightning and weather proof and very durable.

Over one thousand Grain Elevators in Western Canada are covered with "Eastlake" Shingles and "Manitoba" Steel Siding of our make.

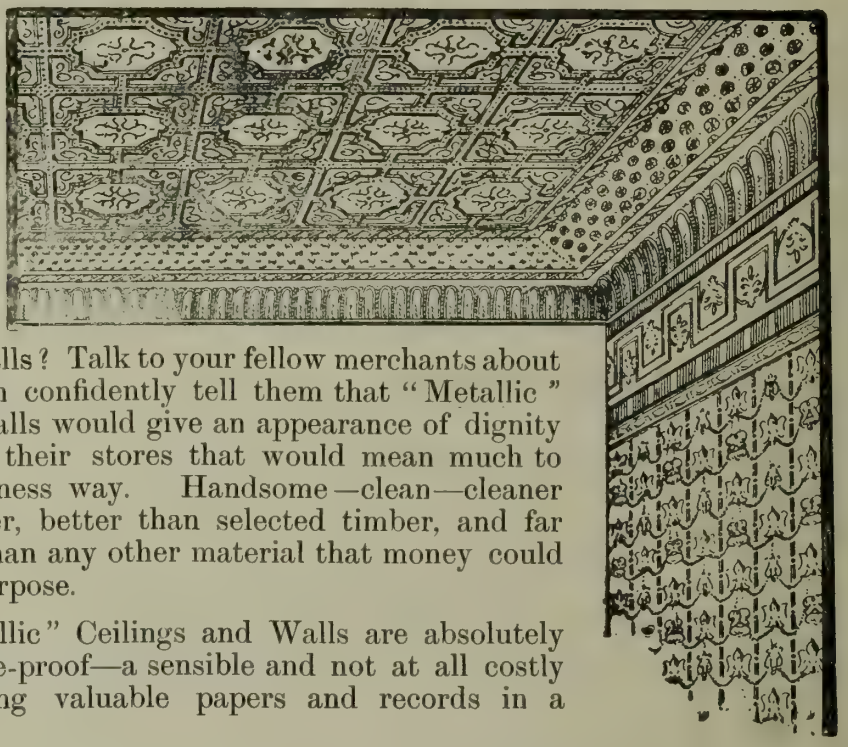
Manufacturers of:—"Eastlake" and "Empire" Metallic Shingles, Rockface Brick and Stone Sidings, Sheet Steel Pressed Brick, Metal Cornices and Skylights, Ventilators and Finials, Pressed Zinc Ornaments, etc.

The Metallic Roofing Co Limited

TORONTO & WINNIPEG

There is no end of selling arguments for every "Metallic" Building product illustrated and described on this and the next page, and the reasons why you should recommend them to your customers are just as endless.

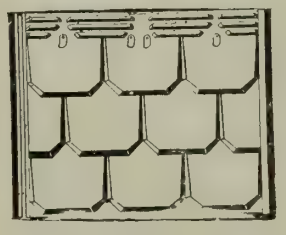
"METALLIC" CEILINGS AND WALLS



How many of your customers have cracked plaster ceilings in their homes? How many of them know the splendid and artistic effect of "Metallic" Ceilings and Walls? Talk to your fellow merchants about them. You can confidently tell them that "Metallic" Ceilings and Walls would give an appearance of dignity and solidity to their stores that would mean much to them in a business way. Handsome—clean—cleaner far than plaster, better than selected timber, and far more durable than any other material that money could buy for the purpose.

Besides, "Metallic" Ceilings and Walls are absolutely sanitary and fire-proof—a sensible and not at all costly way of insuring valuable papers and records in a business office.

"EASTLAKE" METAL SHINGLES



are called the only right roofing for factory, house, office or barn by men who certainly know. You just ask the man who has watched burning brands besiege the roof of a "Metallic" sheathed building. He knows the reason why. The "Eastlake" Shingle is easy to lay and absolutely weather-tight; the patented counter-sunk cleat, the clear, bold pattern so deeply embossed that only the best and toughest material can hold it—these points make the "Eastlake" the one perfect shingle.

The "Eastlake" is a standing ad. for you, keeps on creating business by reason of its superiority.

MANUFACTURERS OF

"Eastlake" and "Empire" Metallic Shingles, Rockface Brick and Stone Sidings, Sheet Steel Pressed Brick, Metal Cornices and Skylights, Ventilators and Finials, Pressed Zinc Ornaments, etc.

The Metallic Roofing Co Limited

TORONTO & WINNIPEG



The Mails are bringing us record-breaking orders for

PRESTON SAFE-LOCK SHINGLES

PRESTON Safe-Lock Shingles are made and galvanized according to British Government specifications. They are safe-locked on all four sides. Wind, lightning, fire, rain, snow and moisture proof. Unaffected by strains caused by shrinking of sheeting or setting of building. : : : : : :

Business is good with us. How is it with you? Are you getting your slice of the steel shingle trade? If you are not, it would be a good plan to write us at once about securing an agency for PRESTON Safe-Lock Steel Shingles. PRESTON Shingles are a profitable line to handle. The demand is already very large, and is becoming greater every day.

This is our growing time. Why not grow with us?

Metal Shingle and Siding Co., Ltd.

Branch Office and Factory,
MONTREAL, QUE.

Preston, Ontario

Our goods are carried in stock at the following centres: St. John, N.B., Emerson & Fisher; Quebec, J. A. Bernard; Toronto, G. P. Breckon & Co; Winnipeg, Clare and Brockest; Calgary, Ellis & Grogan; Vancouver, Wm. N. O'Neil & Co.

Mr. Dealer—We solicit your trade!



Has your Spring Business brought you in touch with us? If not, you have yet to form a business acquaintance which will prove a financial benefit to you.

Prompt Shipments, Courteous Treatment, Clean Goods and Right Prices

are the things that should appeal to every hardware merchant.

We can assure you of these.

A trial order is the foundation for large business relations.

Address your next order to us and open the way.

The Alexander Hardware Co., Ltd.

WHOLESALE HARDWARE MERCHANTS

Hamilton, Canada

We manufacture and sell to dealers only. Our car-loading arrangements with other Stratford furniture lines make freight easy on North-West business.



Children's Carriages,
Collapsible Go-Carts,
Express Wagons,
Reed Chairs
and Rockers,
Cradles, Porch Chairs

A line made in Canada that challenges comparison from the rest of the world. Tell us where you are and our traveller will call.



Imperial Rattan Company, Limited

Stratford, Ont. **The Great Car-loading Furniture Centre.**



Vacuum Cleaning Has Come to Stay



We will have a **Sole Agent** in every town in the **North West,** and we are giving the **Hardware Trade** first opportunity to get into what is going to be one of the most profitable lines that a dealer can handle to-day. **Seventy-Five per cent.** of the population of Canada is talking about **Vacuum Cleaning** as a household utility.

We are offering to the public in the **Universal** a **High Grade Machine** at **popular prices** and which will retail at

Hand Power Universal, with 3 Nozzles, $20
Electric Power Universal, with 6 Nozzles, $75

Liberal Discounts to our Agents.

A **Guarantee** that the **Universal** will duplicate the work of any household cleaners made in America sold up to $150.00 or money refunded.

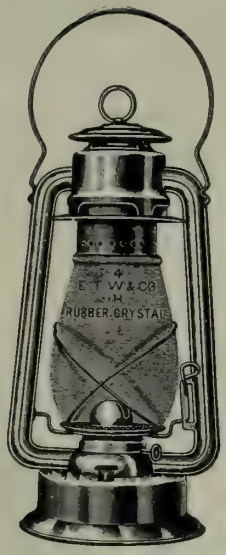
If you are a Hardware Dealer and want to handle the **High Grade Popular Priced Universal** do not delay but communicate with us at once so as to be in for **Fall Business.**

Universal Vacuum Cleaner Co., Limited

596 St. Catherine Street West, : : MONTREAL

YOUR FALL BUSINESS

now demands your attention. Get an idea of your requirements; write us, and ask for information and quotations. We want an opportunity to prove to you that we can more than satisfy you regarding both quality and prices.



WRIGHT'S

1910 Pattern New Improved Cold Blast Lantern. The standard of Canadian quality.



WRIGHT'S

1910 Pattern New Improved No. 25 Reflector Cold Blast Lantern.



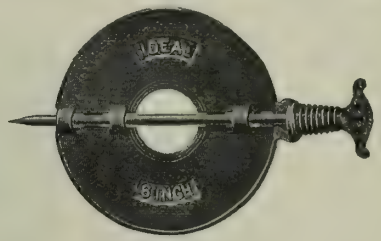
WRIGHT'S 15

Flue Stoppers, for 6 or 7 inch hole. Flat or Embossed.



WRIGHT'S

O H. Stove Pipe Elbow—Made of finest quality of blue-black steel 3, 4, 5, 6, 7 and 8 inch.



WRIGHT'S

Stove Pipe Cast Dampers, 3, 4, 5, 6, 7 and 8 inches



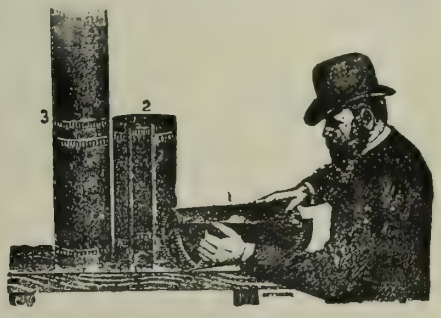
WRIGHT'S

Cooper Stove Pipe Elbow—The smooth surface offers no lodging place for dust. Best quality of steel. 3, 4, 5, 6, 7 and 8 inch.



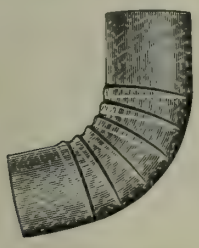
WRIGHT'S

Spiral Tubular Radiator, to fit 6 or 7 inch pipe. Body made in two sizes. Takes place of length of ordinary pipe. Will heat a room quicker than an oil or gas heater, with no cost for maintenance.



WRIGHT'S

Scheip's or Perfect Patent Stove Pipe. Locks rigidly. Will not telescope. 6 or 7 inches. Packed 25 lengths in crate.



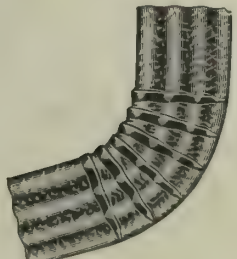
WRIGHT'S

Plain, Round Galvanized Conductor Elbows, with patent locking device. Tinners' Trimmings of all kinds.



WRIGHT'S

Stove Pipe Collars, Lacquered. Will amply cover 7 inch hole Inner hole, 3, 4, 5, 6 or 7 inches.



WRIGHT'S

Corrugated Galvanized Conductor Elbows with patent locking device. Roofers' Supplies and Tools

E. T. WRIGHT & CO.,

(H. G. WRIGHT)

Manufacturers of "Anti-Rust" Tinware

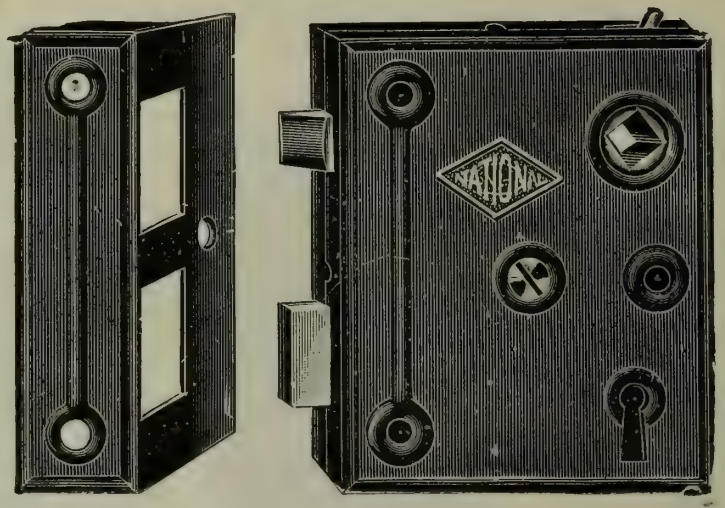
HAMILTON, CANADA

Winnipeg Distributors—Merrick-Anderson Co., Winnipeg, Man. MacPherson, Teetzel & Co., Vancouver, B.C., Agents for British Columbia. W. Reynolds & Co., Winnipeg, Man., Agents for Western Provinces. J. W. Moncur, Queen's Hotel, Montreal, Que., Eastern Representative. F. B. Wilson, Toronto, Ont., Agent for City of Toronto.

WE ARE PERSISTENT

in keeping before the Hardware Trade of Canada the

NATIONAL STEEL RIM LOCK



Since placing this line on the market, a little over a year ago, it has met with splendid success and has helped many a merchant to larger sales and greater profits in this line

They are strong, made of extra heavy steel and are fully guaranteed.

Ask your jobber for NATIONAL No. 3,800 and take no other.

Do Prompt Shipments Pay?

We have always made a specialty of Inside and Front Door Lock Sets, and have recently increased our facilities so that dealers are assured of prompt shipments in all the staple lines.

TRY US—We carry Inside and Front Door Sets in all the staple finishes in either Brass, Bronze, or Steel, and will help you out on that quick delivery order.

National Hardware Company, Ltd.

ORILLIA, ONTARIO, CANADA

J. H. ROPER

Representing
JOHN SHAW & SONS
Wolverhampton Ltd.
WOLVERHAMPTON
General Hardware and Metal Merchants

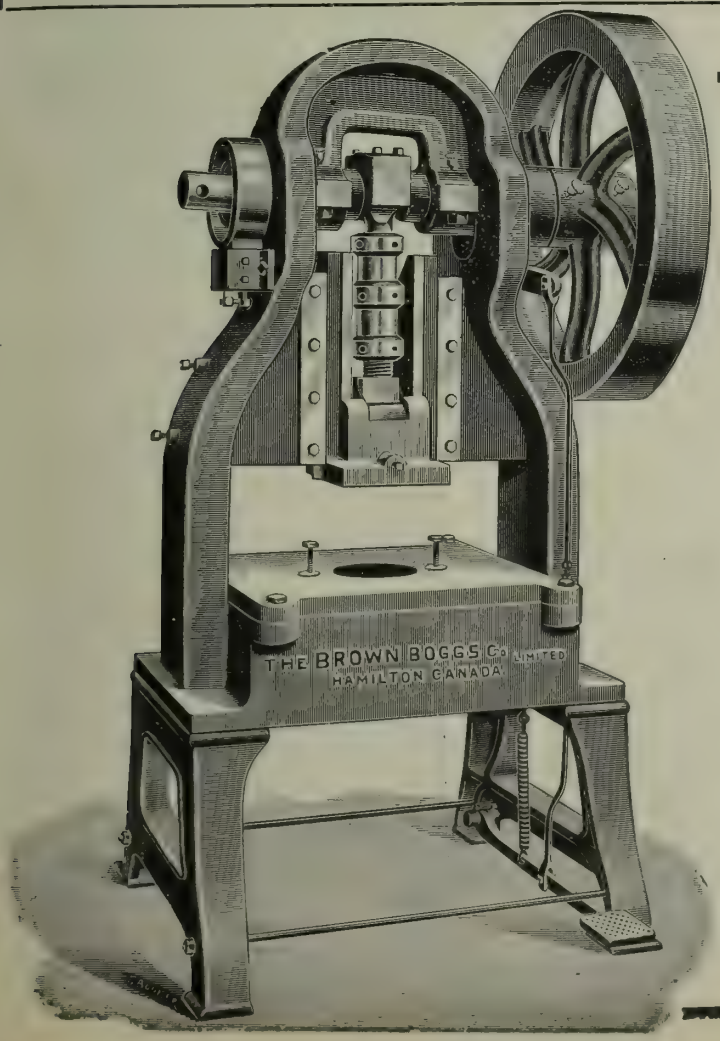
GENERAL HARDWARE AND METAL AGENT

LOWEST QUOTATIONS ON

Coil Chain, Bar Iron, Steel (Toe Caulk, Tire, S. Shoe and Spring), Hoops, Bands, Black Sheets, Tinned Sheets, Tin Plates, Canada Plates, Sheet Lead, Sheet Zinc, Cast Iron Soil Pipe, Sash Weights.

Inquiries Solicited from the Jobbing Trade

Office and Sample Room: 433 Coristine Building, Montreal.



It Will Pay You

to fall in line with the rest of the large PRESS USERS and get in touch with us before placing your order for presses. We manufacture a full line of both FOOT and POWER.

Write for Catalogue and Prices.

We also manufacture TINSMITHS' TOOLS, HEAVY SHEET METAL WORKING TOOLS, DIES, Etc., CANNING and EVAPORATING MACHINERY.

The Brown-Boggs Co., Ltd.

HAMILTON, CANADA

Mr. Hardware Dealer:

We sell to you modern washing machines at reasonable prices. One that will please you and your customers.

Write us to-day for prices and terms.



You can Rinse and Hang out the Clothes while the Motor Washes.

FULLY GUARANTEED.

No Home is Complete Without One.

Something Entirely New!

Will wash large, heavy pieces as well as the smallest and most delicate.

Our machines will cut your wash day in half. It will enable you to do your washing and ironing the same day, where it has formerly taken two days to do the same work. This is not a mere idle claim, but a plain fact easily verifed.

Washes Your Clothes

The motor is substantially made and built to give long use and satisfaction. It is made of the best of finished brass and mixture of a hard bronze, which eliminates all chances of rust. The motor is built strictly along mechanical lines, there are no weak points about it and nothing to get out of order. There are half a dozen working parts about the entire machine, and the simplicity of its construction is such as to make it a machine which is especially adapted to be used by women, and makes it possible for dealers to handle the EXCELLO POWER WASHERS without the necessity of having to give it any attention after it is sold.

Write for Catalog and Prices, it fully describes the machine.

Salesmen make good money.

THE EXCELLO SPECIALTY MFG. CO.
BERLIN, ONT.

Manufacturers of Power Washing Machines.

Canadian National Exhibition

TORONTO

AUGUST 27th to SEPTEMBER 12th, 1910

Improved Grounds, New Buildings, International Live Stock Show, Exhibits by all the Provinces, Magnificent Art Loan Exhibit.

BY PERMISSION OF HIS MAJESTY

BAND OF THE GRENADIER GUARDS

KING GEORGE'S HOUSEHOLD BAND

400 MUSICIANS

Model Military Camp.
Tattoo every night.
Everything new in attractions.

Wonderful Firework Spectacles.

1,000 PERFORMERS

THE NAVAL REVIEW AT SPITHEAD
BATTLE BETWEEN DREADNOUGHT AND AIRSHIP

WATCH FOR REDUCED RATES AND EXCURSIONS.

For all information write Manager, J. O. ORR, City Hall, Toronto.

Hardware Salesman

with some knowledge of advertising and the preparation of circulars wanted at once for important position in Montreal. State fully experience and salary wanted. Box 1021, HARDWARE AND METAL, Toronto.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

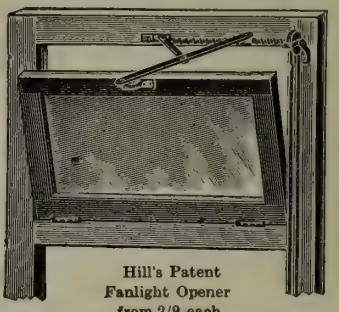
Send for Description.

A. B. JARDINE & CO.
HESPELER . . . ONTARIO

JAMES HILL & CO., LTD.

Cable: James Hill, London.

IRONMONGERS & HARDWARE MERCHANTS



Hill's Patent Fanlight Opener from 2/9 each.

Hill's Patent Locks, Hinges, Anti-Panic Bolts

and all kinds of Fittings and Hardware.

Castings, etc.

100A QUEEN VICTORIA STREET
LONDON, ENGLAND

THE HOHLFELD LINE FOR 1911

Will be shown throughout Canada from Coast to Coast

IN JUSTICE TO YOURSELF SEE THE LINE—GET OUR PRICES.



This illustration is of one of the deservedly popular numbers, reproducing a primitive Indian blanket in characteristic colorings.

IN VARIETY OF DESIGNS, WEAVES, COLORS AND PRICES, which after all is most important,

THE HOHLFELD LINE LEADS

Eastern Canadian Representative:
Ontario, Quebec and Maritime Provinces
A. G. PERRY
741 Cadieux St., Montreal

MADE BY
HOHLFELD
Manufacturing Co.
PHILADELPHIA, PA., U.S.A.
Largest makers of Hammocks in the world.

Western Canadian Representative:
Canada (West of Ontario) and British Columbia
MICHAEL ERT
120-122 King St., Winnipeg

A small want ad. will bring replies from all parts of Canada



MACKIE & RYAN

Hardware and Coal Merchants
Plumbing, Steam and Hot Water Heating
Stoves, Ranges and Furnaces

Pembroke, Ont., March 5th, 1907

HARDWARE AND METAL,
Toronto

Gentlemen:—

We are pleased to acknowledge receipt of your favor of the 4th inst., enclosing another lot of letters to our advertisement in your Condensed Ad. Column.

We wish to thank you for your promptness in sending to us any replies that came to you, and also compliment you on the excellent results we have obtained from this advertising. We have received upwards of *seventy enquiries* from Hardware men in all parts of Canada and *have been able to secure the goods we asked for in our Ad.*

We do not know of any other means whereby we could have reached as many of the Hardware trade as we have through your columns; writing to as many as we could get the names of would not have been as satisfactory and would have entailed a great deal of trouble and cost.

We have frequently used your Condensed Ad. Column when in want of Clerks, Plumbers or Bookkeepers and have always been well pleased with results.

Yours truly,
(Signed) MACKIE & RYAN,
Per W. D. Dewar.

The "WANT AD." in question cost 55 cents.
Rates: 2c. per word for first insertion.
1c. " " " for subsequent insertions.
5c. additional for box number.
Send cash with order.

The Canada Metal Co., Limited

Manufacturers of



Lead Pipe, Lead Waste,
Hydraulic Drawn Traps,
Block Lead, Sheet Lead,
Solder for all Purposes,
Lead Sash Weights.

WRITE TO-DAY FOR QUOTATIONS.

Office, 31 William Street, TORONTO

H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single gunsare specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¼ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., *715 Park Avenue, Worcester, Mass.*

He Pleased His Customers and He Made Money

That's What You can do by handling our **Quick-selling** lines of Lighting Fixtures, Paints and Enamels. Glues, Sanitary Fittings, Terra Cotta Faience, also the celebrated **Edwardian Anti Down Draft** Chimney Pot

We Represent Over Twenty British Manufacturers.

It will interest you and pay you to consult us before ordering next.

Our Grip Gas or Electric Shade Holder is a trade winner. It's **Unique.**

See Our Sample Soldering Iron—Nothing like it on the market.

British Paints at prices that will **Astonish You.** See our color card, etc.

We represent **Randall Bros.**, of London Eng., leading enamel paint makers.

Their Catalogue is a money making force. Get one to-day.

The celebrated **Scotch Water Pipes** made by Watson Gow & Co., of Glasgow, are the kind we sell. They have a strong reputation for reliability and worth. Roofing, glazed wall tiles, terra cotta externals.

Another Money Maker is our **Down Draft Chimney Pot.** It is so easy to sell. It is in use on the **Royal Palaces of Britain** and the Parliament Buildings at Ottawa. **Quality is Remembered Long After Price** is forgotten.

The International Supply Co.

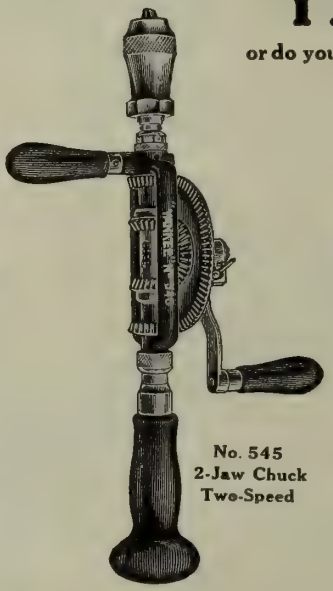
140 MANSFIELD STREET, - - - MONTREAL

Are You Getting Your Share Of "YANKEE" TOOL Trade

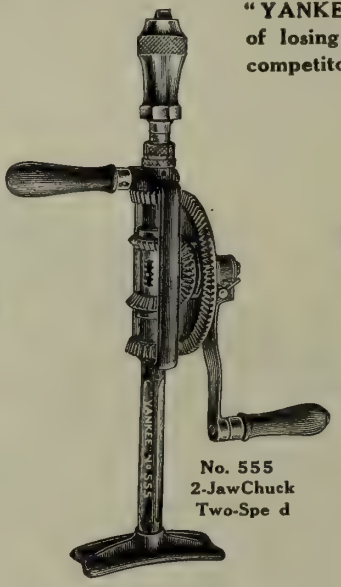
or do you turn it away? Everytime you turn away enquiries for new "YANKEE" Tools you run chances of losing a good customer to your competitor. Think it over!



No. 1555
3-Jaw Chuck
Two-Speed



No. 545
2-Jaw Chuck
Two-Speed



No. 555
2-Jaw Chuck
Two-Speed



No. 1545
3-Jaw Chuck
Two-Speed

New "YANKEE" Tools are Coming in Fast.

Ask your Jobber to quote on the New HAND DRILLS shown here

NORTH BROS. MFG. CO., Philadelphia, Pa.



Hello! Hello!

This is A. L. Tribble at the phone.
I represent the

Malden Mills, Inc.

MALDEN, MASS., U.S.A.

Manufacturers of the largest and most complete line of

Clothes Lines, Mops, Twines and Sash Cord

of any in the business. Send us your order please. You will! All right, thanks. Good bye.

Bell Brand Horseshoes

TRADE MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers bsolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited -	BELLEVILLE
Toronto Bolt and Forging Company, Limited - -	SWANSEA, SUNNYSIDE
Gananoque Bolt Company, Limited - - -	GANANOQUE
Brantford Screw Company, Limited - - -	BRANTFORD

Head Office - - - - TORONTO, ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Attention!

Here's the line of splendid sellers



NO.1 (SOLID)



NO.1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT



NO.2 (SPOKE)



NO. 3 (SPOKE)

Are you handling the

Buster Brown

Children's Express Wagons?

They are beautifully made, painted, strong and easy-running, Handy around farm, home or store.

In 4 sizes. Send for prices.

WOODSTOCK WAGON & MFG. CO., LTD.

WOODSTOCK, ONT.

Western Representatives

JAS STEWART MFG. CO., LTD., Winnipeg, Man.

THE WHITE MOP WRINGER COMPANY



offers the **Largest Line of Mop Wringers** in the **World.** Latest improvements. Up-to-date.

Satisfaction Guaranteed

The Best Mop Wringer

Why? Because easiest to operate, wrings driest, and is the most durable on the market. Adapted to sheet iron or wooden pails. Free display rack. Liberal discounts. Write to-day for catalogue.

MADE IN CANADA

WHITE MOP WRINGER CO.

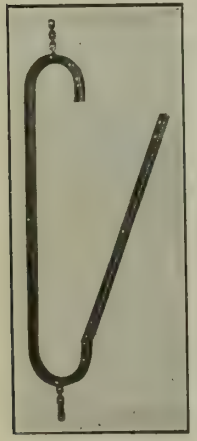
Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively





This Trade Mark Insures Genuineness Originality Perfection Satisfaction



Patent Pending OPEN

Beath's Stanchion Cow Tie

A MARVEL OF SIMPLICITY, STRENGTH and RELIABILITY

Excels in Every Point—Good Appearance—Absolutely Noiseless—No Springs—Sanitary

Made of High Carbon U Bar Steel—Extra Heavy

Hinge and Lock Simple, Easy working and Strong—No trappy mechanism to get out of order

Every farmer building new barns or remodelling their stables should adopt Beath's Stanchion Cow Tie. Used and endorsed by leading stock men everywhere.

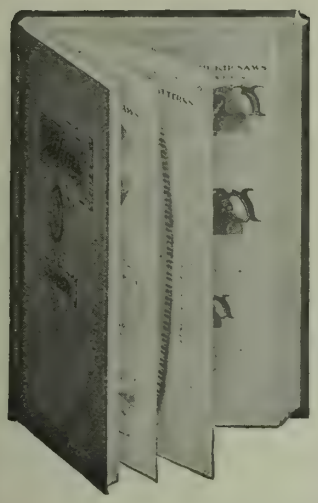
There's Money in this Line for the Dealer!

Write for prices and discounts. **W. D. BEATH & SON, Limited** TORONTO Canada



Patent Pending CLOSED

THE NEW ATKINS CATALOG
NOW READY



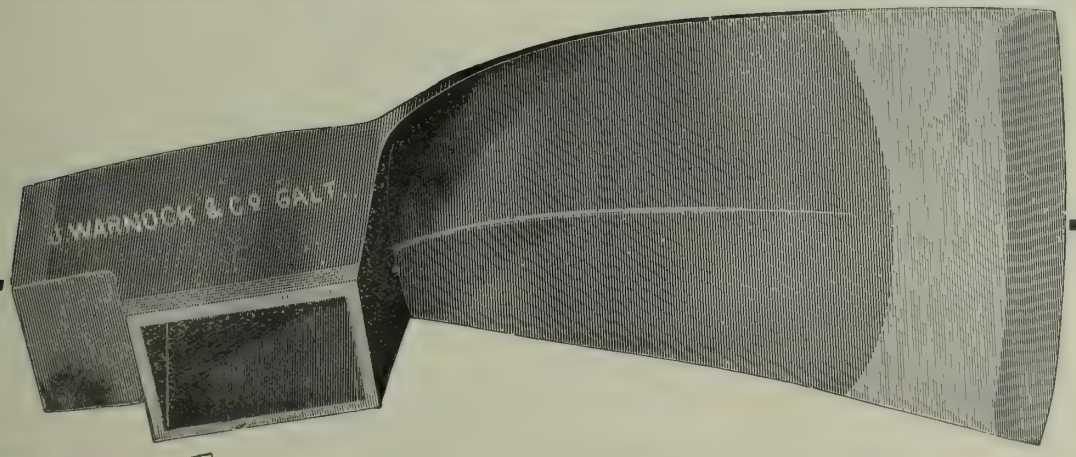
You should have this new book on Saws. It contains the very latest information, lists and description, covering Saws, for all purposes.

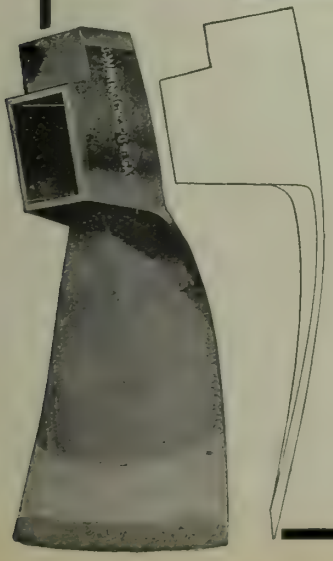
Send for It To-day

Drop a postal to the address below and we will send the book free of charge. Whether you buy Atkins Sterling. Saws or not, you should have the book on your desk Write for it now before you forget it.

E. C. ATKINS & CO., Hamilton, Ontario

United States Factory, Indianapolis, Ind.





ALLAN HILLS SHEFFIELD STEEL ADZES

are of the quality that makes pleased customers. Warranted flawless in quality, shape and finish. Sold by all jobbers.

Allan Hills Edge Tool Co., Ltd.

Galt, - - - - - ntario



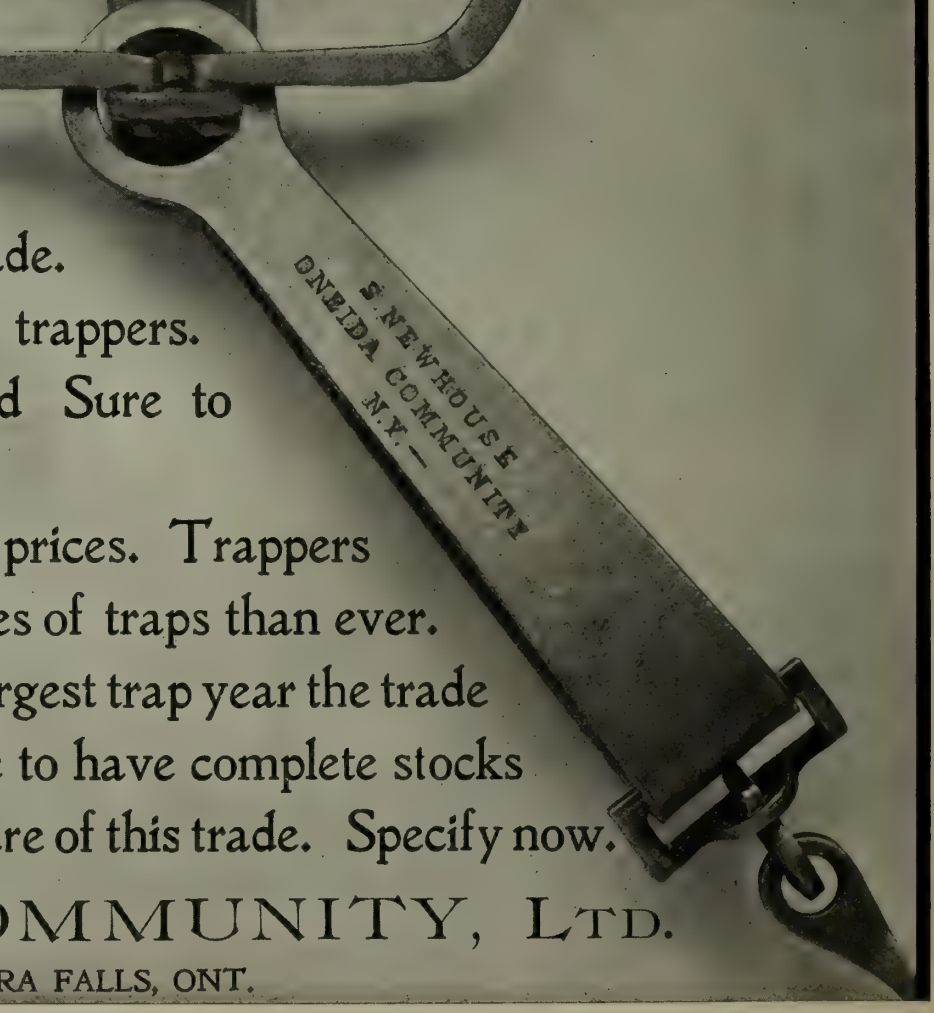
NEWHOUSE TRAPS



THE

NEWHOUSE

is the best trap made.
Used by professional trappers.
Every trap warranted Sure to
Go and Sure to Hold.
Furs are bringing high prices. Trappers
are planning bigger lines of traps than ever.
This year will be the largest trap year the trade
has ever had. Be sure to have complete stocks
this Fall. Get your share of this trade. Specify now.



ONEIDA COMMUNITY, LTD.

NIAGARA FALLS, ONT.

METALS
Iron and Steel

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

THE DEMAND
FOR
"DOMINION SPECIAL" WOVEN FIELD FENCE
—"The Landmark of the Future"

COMPELS US TO ENLARGE OUR PLANT.

We have been greatly encouraged by the success of our line of Woven Field Fence, and are pleased to announce that we are installing additional machines so that the supply will meet the demand.

It will pay you to carry so popular a fence as

"DOMINION DOMINION TRADE MARK. **SPECIAL"**

"The Landmark of the Future."

We also manufacture
WOOD SCREWS, WIRE NAILS, BARBED WIRE, COILED SPRING WIRE, OILED AND ANNEALED WIRE,
STEEL WIRE BARREL HOOPS, STAPLES, etc., etc.

Dominion Wire Manufacturing Co., Limited

ESTABLISHED 1880

Montreal **Toronto** **Works—Lachine**

LONG LIFE METALS

YOU CAN MAKE MONEY BY HANDLING OUR DIFFERENT GRADES OF

BABBITT METALS

We co-operate with the dealer, and send out advertising matter in our mutual interest. Write for prices and be convinced. We also manufacture all grades of tinners' and plumbers' solders.

The James Robertson Company, Limited, Montreal Toronto St. John Winnipeg

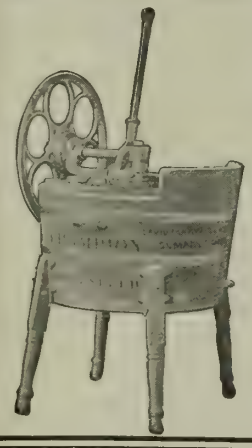
THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".



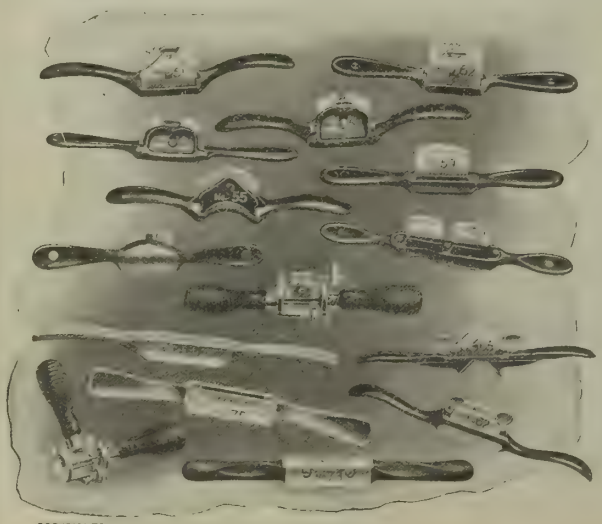
Maxwell's Latest is the "Champion High Speed Washer." This machine differs from the famous "Puritan" only in the driving mechanism. The

Champion High-Speed Washer

is run, as the illustration shows, by a lever. This lever also starts the balance wheel, which revolves four times for every stroke. The great momentum of this balance wheel helps to turn the dolly block and makes the "Champion" run very smoothly and easily.

It is sure to be a splendid seller.

David Maxwell & Sons : : St. Mary's, Ont.



Stanley Tools

"BAILEY" IRON SPOKE SHAVES Nos. 51 to 65 are superior in style and finish to any on the market.

STANLY RAZOR EDGE SPOKE SHAVES Nos 72 to 85 are so called from the shape of the Cutter, which is Hollow Ground, giving a keen cutting edge. The Adjustable Front can be moved up or down and a coarse or fine shaving can be cut.

The STANLEY UNIVERSAL SPOKE SHAVE No. 67 has both Handles detachable so that either of them can be screwed into the socket on the top of the stock, thus allowing the Spoke Shave to be worked into the corners, or panels, as no other Spoke Shave can do. They are supplied with both a straight and curved bottom.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
New Britain, Conn. U.S.A.

EVERY TOOL GUARANTEED

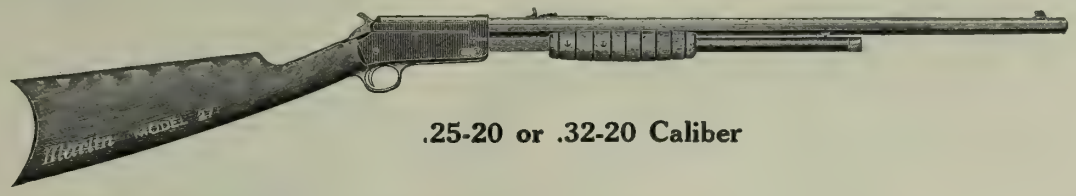
COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.



New *Marlin* Model 27



The only gun in the world to fill the big demand for a pump-action repeating rifle in .25-20 and .32-20 caliber. **Send for price list and circulars for your distribution.**

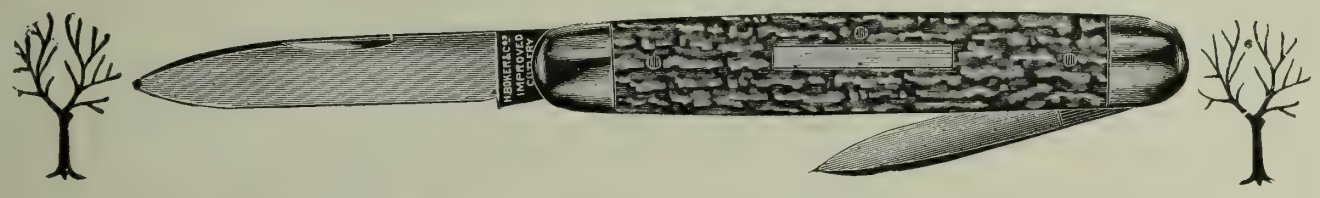


.25-20 or .32-20 Caliber

This is the only "pump" action repeater made in .25-20 and .32-20 calibers, and it handles black, low-pressure smokeless and high velocity smokeless loads. Other popular, valuable and exclusive features are the solid top and side ejector, the **take-down** construction, the **Special Smokeless Steel** barrel, the Rocky Mountain rear and **Ivory Bead front sights.**

Why it Sells! The trombone action and Special Smokeless Steel barrel cannot be obtained in any other rifle of these calibers at any price; **the take-down feature and ivory bead sight** are never furnished in other .25-20 and .32-20 repeating rifles except at an additional charge; **the modern MARLIN solid top and side ejector** cannot be duplicated in any other make of .25-20 or .32-20 rifle. All inquiries from the consumer are referred to our dealers---get your name on our list.

The Marlin Firearms Co. **91 Willow St., New Haven, Conn.**



H. BOKER & CO.'S POCKET KNIVES

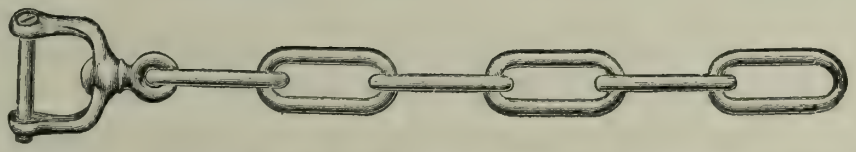
Dear Mr. Hardwareman,

Have you among your customers a man who can put a good edge to a knife and who is very particular to have a good edge on his knife? **Sell him a "Boker" knife** and he **will** be pleased. The **Boker** knife has a better edge than any other in the market, and its edge **will** last **longer** and **do more** work than any other.

The **Boker** knife can be **resharpened** to a fine keen edge and retain its supreme quality.

For sale by all Leading Wholesale Hardware Houses.

Electric Welded



Highest Quality

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

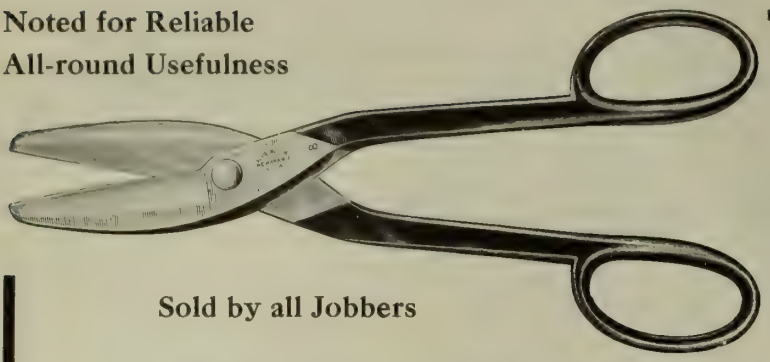
We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

Coil Chain	***Logging Chain***	***Heel Chain***	***Loading Chain***	***German Coil***	***Halter Chain***	***Tie Outs***	***Cow Ties***

McKINNON CHAIN COMPANY

BUFFALO, N.Y. ***ST. CATHARINES, ONT.***

Noted for Reliable
All-round Usefulness



Sold by all Jobbers

HEINISCH
TINNERS' SNIPS

This cut shows the well-known Heinisch regular pattern that is so highly thought of by all tin workers. It will cut straight lines, curves, all irregular shapes, cornicework, small circles, etc., with equal facility. Forged steel handles and highly-tempered laid steel blades.

R. Heinisch's Sons Co., Newark, N. J., U.S.A.

IT IS THE WIDE AWAKE DEALER

who gets the LEAD in the building trade. CONTRACTORS know the man who sells the right ROOFING, and every dealer can increase his business by getting after the local builder first and then stir up your customers who call for paint or any other building improving articles. Perhaps you never thought of the money you are MISSING by neglecting the local ROOFING BUSINESS. YOU cannot fall down with our strong SELLING SYSTEM behind you. We also make a fine variety of Wrapping Papers.

We carry a large stock of our leading brands, and our prices are reasonable always. Compare them with others and with our quality, and we win easily

ALEX. McARTHUR & CO., Limited
82 McGill Street **MONTREAL**

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

"THE SECRET OF SUCCESS"
IS A SUBJECT IN WHICH MANY PEOPLE ARE INTERESTED

In business life *SUCCESS* is variously attained.

W have found that the best way to *gain* it *is to make* the *right class of goods;* make them a little better than the other man, and *quote a fair price.*
"DOMINION BRAND" Tarred Felt is an article which will help *you* to *success.* Our *Coal Tar Roofing Pitch* and other roofing materials are just as well manufactured, and are just as saleable. Let us handle a trial order for you.

LOCKERBY & McCOMB, Ltd., 65 Shannon St., Montreal

A Most Popular and Profitable Line!

The Knife illustrated here has proved a splendid seller. Made of high Carbon Sheffield Steel, it is guaranteed to hold its edge in every day use. Handled with the best English Celluloid, warranted secure. Write for our complete Catalogue.

McGlashan, Clarke Co., Limited, Niagara Falls, Can.

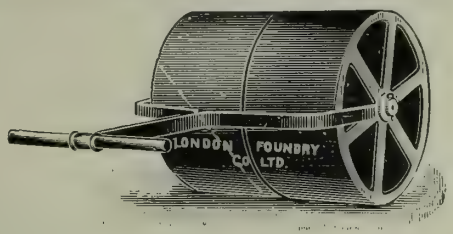
Agents
J. Mackay Rose
88 McGill St.
Montreal, Q.
N. F Gundy
61 Albert St.
Toronto Ont.



Agents
David Philip
291 Portage Avenue
Winnipeg Man.

HAND ROLLERS

Just the Thing for Rolling Lawns



Two Section Hand Roller

Made entirely of cast iron and steel, with 2-inch axle on which revolve two cast iron drums, each 12-inch tread and 22-inch diameter.

One Piece Hand Roller

18-inch tread and 26-inch diameter.

Water Ballast Hand Roller

36-inch tread and 30-inch diameter.

Write for Catalogue and Prices

THE LONDON FOUNDRY CO.,
LONDON, CANADA Limited



GIFT-HUNTING FRIENDS

will be grateful to you for the suggestion that one of our

TABLE KETTLES and **Stands**

would prove a most acceptable present.

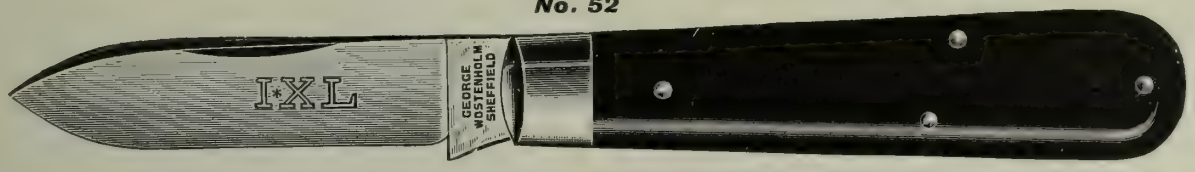
They are made in a variety of most artistic designs in polished brass or copper, nickel-plated and silver-plated, and are fitted with asbestos force-draught lamp.

Write for illustrated catalogue.

THE BUFFALO MANUFACTURING CO.
Canadian Representatives BUFFALO, N.Y.
H. F. McIntosh & Co., 28 Toronto St., Toronto.

Wostenholm's Finest Sheffield Cutlery

Trade Mark
I-X L (I excel)
No. 52



Most popular Jack Knife in Canada—made in all sizes—with Bone, Coco, Black Horn or Stag Handles.
Every Knife guaranteed, Stocked by all leading Jobbers. Insist on I-XL.

A. MACFARLANE & CO., MONTREAL, Canadian Representatives

Canada Cement Co.

LIMITED

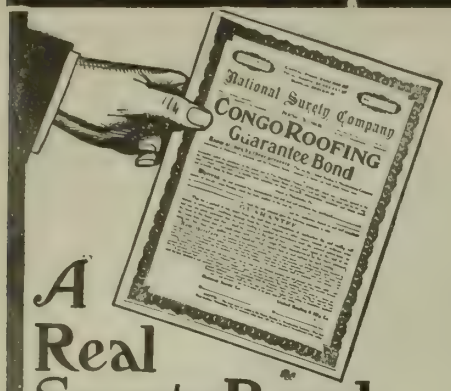
MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at
Montreal, Que. Hull, Que.
Marlbank, Ont. Belleville, Ont.
Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

Head Office:
Montreal

Sales Offices:
Montreal - - Toronto
Winnipeg - - Calgary



A Real Surety Bond

Congo Roofing

LOTS of advertisers use the word "guarantee" recklessly. We did not like to be in their category, so we decided to have the National Surety Co. issue a **Guarantee Bond**, duly numbered and recorded, with every roll of Congo Roofing.

This Bond guarantees that the two and three ply will last ten years.

The provisions are simple and straightforward and it is no trouble to comply with them. With a Congo Roof the Bond leaves the owner absolutely free from responsibility for ten years

If it wears out before that time, he gets a new roof free.

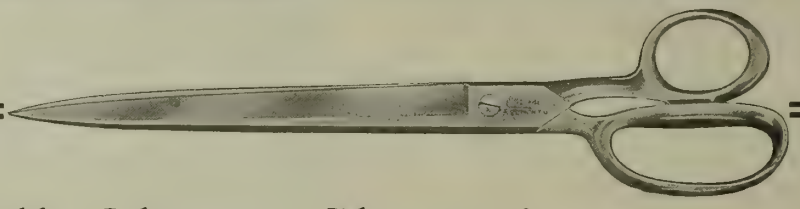
He does not have to argue with us and convince us, because the National Surety Co. is behind each bond.

The bond is legal and binding, and gives absolute certainty of satisfaction

A copy of the guarantee and free sample will be sent to you on request.

UNITED ROOFING AND MFG. CO.
Philadelphia, Pa.

Stark, Seybold, Ltd., Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Ltd., Victoria, B.C.; Hobbs Hardware Co., London, Ont.



Ordinary Straight Trimmers

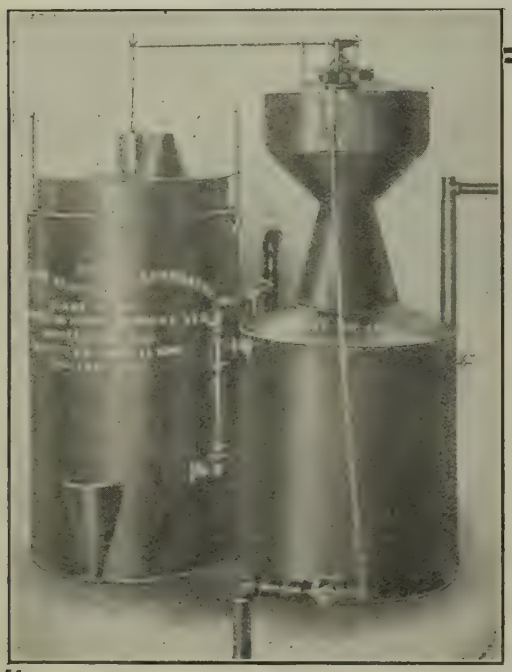
Why Sell Clauss Shears?

We can't give you all the reasons in a short talk like this! But here are just a few:

They cut from heel to point — They work easily and smoothly
They do not cramp the hand — They are perfectly nickel-plated
The screw does not come loose

Clauss goods are the most complete line of cutlery in the world. Our catalogue will convince you. Send for it to-day.

CLAUSS SHEAR CO. - - - - - - - 169 Spadina Avenue, Toronto



The Monitor Acetylene Generator

Canadian Patent No. 118,217

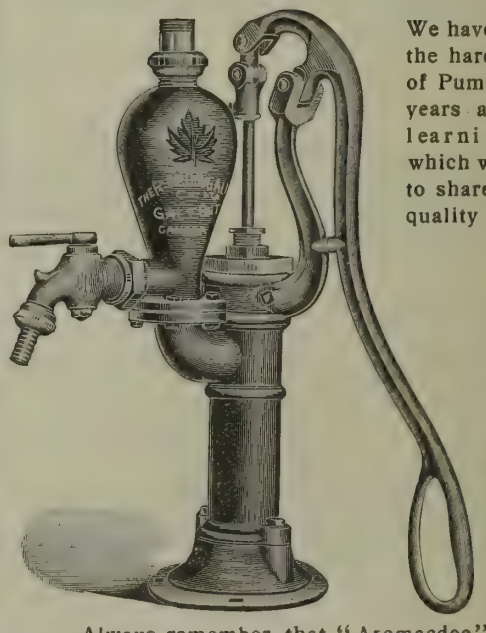
Are you ready to install this up-to-date lighting plant?

It has been approved by the Canadian Board of Fire Underwriters for installation in any insured building in Canada. Absolute safety, perfect action, uniformity of gas pressure, simplicity, ease and safety of recharging, are features of the "Monitor." The Carbide Feeding Device operates outside and not within, hence cannot possibly form accretions, become clogged or encrusted with lime salts, thus cannot go wrong.

Write for Catalogue and particulars

DEPARTMENT E.

Monitor Manufacturing Company
FREDERICTON, N.B.



We have been making the hard-to-beat kind of Pumps for many years and are daily learning something which we are anxious to share with you in quality of our goods.

McDougall Pumps are Standard, have been and will be Standard if honest attention to detail has the usual reward.

Always remember that "Aremacdee" is a guarantee of all that is latest and best, and catalogue explains.

The R. McDOUGALL CO.

Galt, Canada LIMITED

What Every Sportsman Needs



Fig. 1

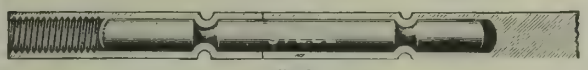


Fig. 2

Marble's Jointed Rifle Rod

DEALERS.—Here's a rod that won't wobble, bend, nor break at the joints—the only one that doesn't. The smooth parts at each end of the steel connection (Fig. 1) fit perfectly the holes in the brass section beyond the threads. This eliminates all side strain and makes the rod PERFECTLY RIGID. Also fitted with a swivel (Fig. 2) that allows cleaner to follow the rifling thoroughly cleaning every crease. Any cleaner fits it.

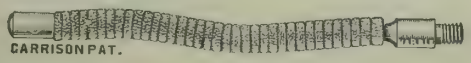


Fig. 3



Fig. 4

Marble's Rifle Cleaner

Each disc (Fig. 3) is composed of six softest brass gauze washers, slightly smaller than the bore for which intended. The spring of the tempered steel core (Fig. 4) presses but one side of each disc against the bore, and, its spiral shape causes the cleaner to follow the rifling, treating every particle of the bore thoroughly. Discs can be turned if ever necessary. Will not harm the finest gun.

RETAIL PRICES:

Rifle Rod, with solid brass sections	$1.00
Cleaner, State Calibre	.50
Field Cleaner, State Calibre	.75

Write for Dealer's Prices and Catalog of 60 "Extra Quality" specialties for Sportsmen.

Marble Safety Axe Co., 528 Delta Avenue, Gladstone, Mich.

Let the Manufacturer Create the Demand!

That's our policy. We advertise **Star Expansion Bolts** in 100 of the best publications in Canada and the States. That is why Star dealers are doubling their business. Our goods never sag or stop selling. We advertise them widely, judiciously, every month of the year.



Star Expansion Bolts

are made of a malleable iron shield and a lag or coach screw. Absolutely guaranteed not to pull out of any kind of building material. They're in demand everywhere. Plumbers, builders, electricians, all use them. Architects specify them.

You Sell them and You Reap the Profits.

Write for our dealers' proposition 36 and free samples.

Star Expansion Bolt Co.

CATALOGUE DEPARTMENT 36

147-149 Cedar St. - New York City



THERE'S A PROFIT IN

LAFFITTE WELDING PLATES

WHICH MAKES IT WORTH YOUR WHILE TO PUSH THEM HARD

WHAT THEY ARE—A scientific welding compound, made in the form of a plate, welds at a low heat Saves one-third in time, fuel and labor, will make welds heretofore impossible.

WHO USE THEM—Blacksmiths, Wheelwrights, Carriage Builders, R.R. Shops, Ship Builders, Iron Works Machine Shops, Mining Co.'s, Lumber Co.'s, and all work having a forge shop.

WHAT YOU CAN DO—If you sell this trade, you can work up a good business in Laffitte, with little effort which will pay you well. Laffite sells itself, once you get a customer he will always come back with repeat orders---You never lose him.

WHAT WE WILL DO—Guarantee the sale, assure you a good profit, supply you with circulars and samples free of charge; refer direct inquiries and orders to you.

WRITE FOR FULL PARTICULARS

Complete stock carried in our Montreal warehouse (all prices quoted duty paid)
Stocks are carried by all large Canadian jobbers.

The Phillips-Laffitte Co, 801-804 Penna. Bldg. **Philadelphia, Pa., U.S.A.**

Sell

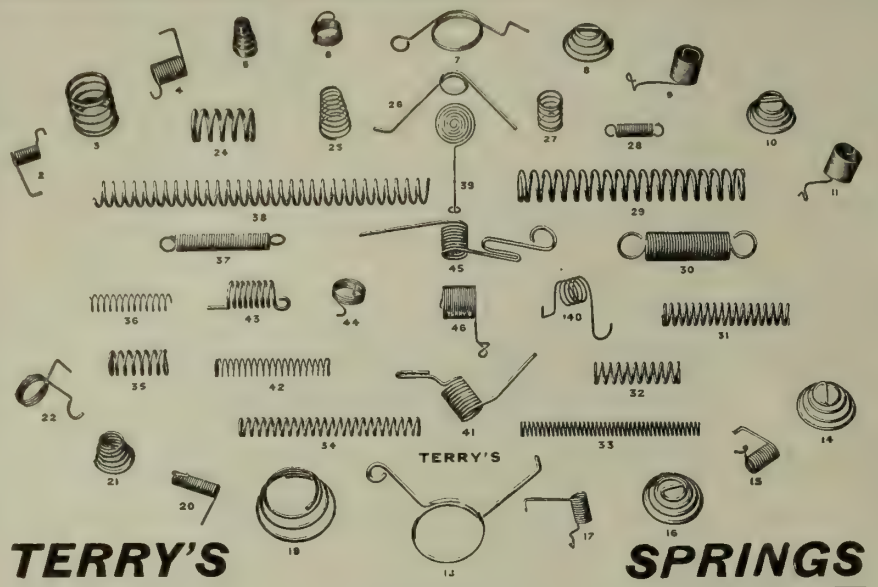
WOOD MANTELS, GRATES and TILE

and add to your profits---Our latest catalogue shows a nice line of new goods which makes selling easy. Write to-day for the catalogue and price list.

The Winnipeg Paint and Glass Co., Limited

EDMONTON WINNIPEG

THE CALGARY PAINT AND GLASS CO.



TERRY'S SPRINGS

If you buy springs for any purpose, we solicit an opportunity of quoting.

SEND FOR OUR LIST

HERBERT TERRY & SONS, THE SPRING SPCIALISTS, Box 100 **Redditch, Eng.**

STAR HACK SAW BLADES

Apparently no one questions the superiority of Star Hack Saw Blades and at our present figures there is absolutely no room to question the price.

They are equally good in hand frames or power machines. When used in a machine the feed should be adjusted to suit the stock being cut. The softer the stock the lighter the feed. Such treatment will prevent clogging of the teeth. Open your eyes wide and look at this list of prices:

6	7	8	9	10	11	12	inch
30	32	34	38	42	46	50	cents per dozen.

Notwithstanding the great reduction in prices, the quality of Star Blades has been improved.

MILLERS FALLS COMPANY 23 WARREN STREET NEW YORK, N.Y.

Unlimited Results can be assured by the sale of Quality Heating Apparatus

There is no question about light weight, poorly proportioned, low grade heaters meeting the demand for low price, but not the quality consideration.

The average house owner looking for a heating apparatus is not posted as to furnace construction and unless the Heating Contractor takes the time to discuss thoroughly Furnace Quality he will consider only first cost, which should be secondary to—Fuel Cost, Heat Distribution and Durability.

Make it a point to talk "Quality" to your next prospect.

Pease Furnaces are constructed on the principle of "How Good."

Write for Catalogue.

Pease Foundry Co. Ltd.

TORONTO, ONT.

Pease-Waldon Co. Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve.

NOVA SCOTIA STEEL & COAL CO., Limited, NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

BLUESTONE

FOR SPRING DELIVERY

Lowest prices for the best quality.

A. C. LESLIE & CO., LIMITED

MONTREAL

ESTAB. 1818

ASK OUR PRICES FOR

PAINTS
DRY COLOURS
DISTEMPERS AND VARNISHES

WHY?

BECAUSE !!

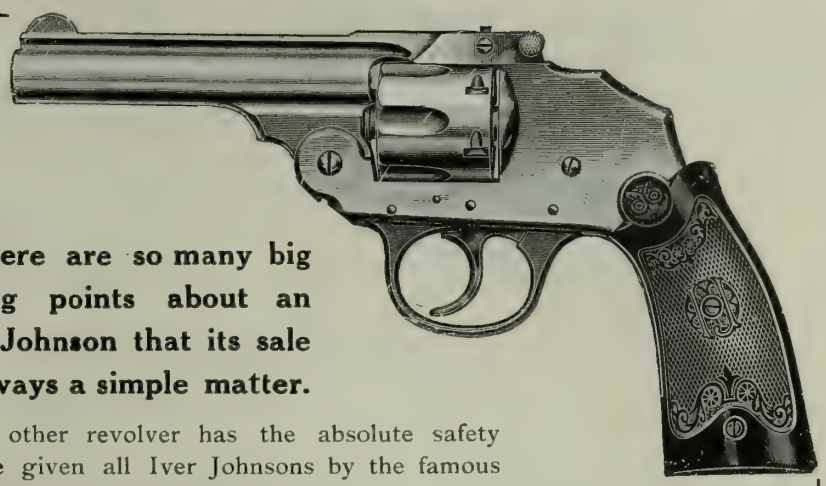
WE ARE MAKERS OF NEARLY ONE HUNDRED YEARS EXPERIENCE AND KNOW THAT WE CAN COMPETE.

HOYLE ROBSON BARNETT & CO. LTD.

HEAD OFFICES
35 CLOSE, NEWCASTLE-ON-TYNE
ENGLAND.

CONTRACTORS TO H.M. ADMIRALTY & WAR OFFICE

1818 ESTAB.



There are so many big selling points about an Iver Johnson that its sale is always a simple matter.

No other revolver has the absolute safety feature given all Iver Johnsons by the famous **Hammer the Hammer** safety lifter.

No revolver except the new model Iver Johnson is entirely equipped with permanent tension wire springs such as the U.S. Government employs in its army rifles wherever possible.

The Iver Johnson is made on automatic machinery that is unfailing in its accuracy. Barrel and chambers line to a hair; rifling is perfect; penetration and straight shooting qualities are unsurpassed.

These are some of the reasons why Iver Johnsons sell so rapidly and give such perfect satisfaction.



Send for Dealer's Proposition.

IVER JOHNSON'S ARMS & CYCLE WORKS

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycle
Factory and General Sales Office: 330 River Street, Fitchburg, Mass.
New York: 99 Chambers Street
Pacific Coast Representatives: Phil. B. Bekeart Co., San Francisco, Cal.

YOU CAN BE SURE THAT

ORANGE AND WHITE SHELLAC

bearing our label will satisfy your customer and yield you a good profit.

SCARFE & COMPANY

Head Office and Factory: BRANTFORD, ONT.

MONTREAL, QUE.—472 DELORIMIER AVE.
Bell Phone East, 442

WINNIPEG, MAN.—78 LOMBARD STREET
Phone Main, 9944

Pilkington Bros., Limited, St. Helens, Lancashire, Eng.

MANUFACTURERS OF ALL KINDS OF

British Window Glass

Polished Plate Glass
Plain and Bevelled Mirrors
Picture and Car Glass
Prismatic Glass
Cast Ribbed and Polished
Wire Glass
Cast and Ribbed Rolled Glass
Leaded Lights

BRITISH GLASS P.B.

Wire Screens
Plain and Figured Cathedral Glass
Obscured and Enamelled Glass

Large stocks aways on hand at our Canadian Depots Quick delivery of import orders a special feature of our business Prices and quotations on application

CANADIAN OFFICES AND DEPOTS:

Montreal — Busby Lane
Toronto — Mercer Street
Winnipeg — Market Street
Vancouver — Columbia Ave.

JAP-A-LAC

A HIGH GRADE

VARNISH AND STAIN COMBINED

To the Hardware Trade in Canada—

We wish to announce that we have completed arrangements to manufacture all of our products in Canada, having established a complete and fully equipped Varnish Manufactory at Toronto.

The large demand for JAP-A-LAC and GLIDDEN'S GREEN LABEL VARNISHES for architectural and general use, due to our extensive advertising campaign in Magazines published in the United States, will be largely increased by our advertising campaign to the consumer in Canada.

We intend to make JAP-A-LAC a household word in Canada, just as it is now in the United States, and it is to the interest of every dealer in paints to carry a stock to supply the demand we have created, and will continue to maintain.

The quality of our goods is of the highest. Our experience of nearly forty years is back of every gallon we manufacture, and our experienced corps of chemists and varnish makers have personal supervision over all our products.

Our discounts to the trade are liberal, thus insuring a satisfactory profit to the dealers who co-operate with us to reap the benefit of our extensive advertising.

We solicit your inquiry regarding our proposition, which is the most attractive ever offered to the dealer.

THE GLIDDEN VARNISH COMPANY

Toronto, Ontario

Glidden


100% PURE
100% PURE
REFLECTION OF PERFECTION
C.F.B. Miller Co.

These lines mean profit and reputation for you

Your profit depends on your volume of business—your volume of business on the quality of the goods you sell. It's a wise business saying which runs: "Sell goods you **know** you can guarantee." It's a sure road to success—the way of "International Products."

TRADE ELASTICA MARK

"Elastica" Floor Finish is the one perfect finish. It means satisfaction, a beautiful lasting finish on floors. "Elastica" is so tough, nothing mars it. Heels, scraping chairs, castors, leave no marks. And it is waterproof, never turns white or cracks. Be sure of the trade mark —no other is genuine.

TRADE MARK LACQUERET HOUSEHOLD LACQUER

"Lacqueret" is the Household Lacquer. It possesses exquisite color richness, wears suprisingly, and is easily applied. "Lacqueret" is the right thing for renewing dull and lustreless furniture, the marred chair, the scratched table, etc. It has a place in every household. How about the homes in your neighborhood?

TRADE MARK. FLATTINE

"Flattine" Finish produces an even, full dead or flat appearance **without the labor and expense of rubbing.** It gives a beautiful dull tone over varnish or new work, and is very tough and durable—does not mar or scratch white.

TRADE KLEARTONE MARK

"Kleartone" Stains (Acid or Oil) are the acme of perfection in wood stains. They produce effects it has hitherto been unable to accomplish. "Kleartone" Stains are easily applied, and for depth, clearness and tone are unparalleled.

Satinette

"Satinette" White Enamel never turns yellow. The beautiful interior finish of many of the first hotels, public buildings, hospitals and private homes testify to the superiority of "Satinette." Satinette is made for both interior and exterior work.

N.B.—All International Varnish Products are sold in full Imperial measure cans.

You should know all International Varnish Products. The same high, unvarying excellence stamps them all.

Western orders can be filled at our Western Warehouse, 128 Princess Street, Winnipeg.

INTERNATIONAL VARNISH CO. LIMITED TORONTO, WINNIPEG,

Canadian Factory of Standard Varnish Works) New York, Chicago, London, Berlin, Brussels, Melbonrue

2568

Drive These Tandem !

in your Paint Department; they're a combination that will positively "sweep the board" against all comers.

In the realm of WALL FINISHES nothing is superior to "Muresco." That subdued, flat, velvety appearance on walls and ceilings, which is so much admired, can be produced alike by amateur and professional by applying "Muresco." It is economical to use—one coat, as a rule, being sufficient—and it will not crack, peel nor rub off.

Muresco

the Best

Wall Finish

Moore's

Pure

Linseed Oil

House Colors

As regards Moore's House Colors, here are a few valid reasons why you should "push" them :—

BECAUSE they are a pure Linseed Paint.
" they are uniform and reliable.
" you can get any shade desired.
" all the pigments are well ground.
" they withstand wear and weather.
" they are lustrous and honestly made.
" they are moderate in price.
" they are rapid sellers.

Enough to convince you of their merits? Send for Color Card and Prices!

Benjamin Moore and Co., Limited

WEST TORONTO, Canada — New York, Chicago, Cleveland, Carteret, N.J.

Do You Know About the Varnishes That Are Being Made at Bridgeburg, Ontario?

THESE Varnishes have resulted from over sixty years of studying finishing problems and working out special varnishes to meet the special requirements. There are over 300 Pratt & Lambert Varnishes, and every one has been tested, not only for general durability, but even with special apparatus, for the very wear it receives. You will find them absolutely uniform too — they satisfy customers, not once, but every time.

Pratt & Lambert Varnishes Will Help Your Business

The dealer in your town who stocks Pratt & Lambert Varnishes, puts himself right in line for all the best varnish trade — puts himself in line for quick and profitable varnish sales.

Do YOU want to be that dealer? If you want to know more about Pratt & Lambert Varnishes and the complete co-operation given every Pratt & Lambert dealer, drop a card right now, to

PRATT & LAMBERT-INC.
VARNISH MAKERS 61 YEARS
24 COURTWRIGHT ST., BRIDGEBURG, ONTARIO
FACTORIES
BRIDGEBURG, ONTARIO

LONDON **PARIS** **HAMBURG** **NEW YORK** **BUFFALO** **CHICAGO**

Distributors: Stewart and Wood, Toronto, Ont. The Staneland Co., Victoria, B. C. Winnipeg Paint & Glass Co., Winnipeg, Manitoba
Calgary Paint & Glass Co., Calgary, Alberta. British Columbia Plate Glass & Importing Co., Vancouver, B. C.

Paint and Varnish Removers.

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the Uuited States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those coverad by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	Name of Brand.
The Sherwin-Williams Co., Montreal, Canada.	**"Taxite"**
International Varnish Co, Ltd., Toronto, Canada	**"Klensa"**
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada	**"Expedite"**
British American Paint Co., Victoria, B.C.	**"Bapco"**
Mount Royal Color and Varnish Co., Montreal, Canada	**"Scrape-off"**
James Robertson Co., Ltd., Toronto, Canada	**"Robertson's Paint and Varnish Remover"**
Sanderson Pearcy Co, Ltd., Toronto, Canada	**"Devolite"**
Stewart & Wood, Toronto, Canada	**"Solvo"**
Martin-Senour Company, Ltd., Montreal, Canada	**"Martin-Senour Paint and Varnish Remover"**

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y.

The Linseed Oil Market

Everywhere we hear complaints about the high prices charged for Linseed Oil. Of course we cannot help the prices if the demand for Linseed Oil is great and the supply is short.

There is one thing, however, every dealer should be careful about. When a man buys a high-priced article he wants the best. Therefore when you buy Linseed Oil, think a moment. It is very easy to quote a low price and then adulterate, or deliver thick, dirty stuff that settles down to the bottom.

Let us sell you a standard—

Ramsay's Boiled Linseed Oil

known in the market for many years for its paleness, its fine working qualities, its easy drying properties. Boiled and settled in our own boiling tanks, it is always subject to our careful examination and test.

Write for prices—always low for quality.

A. RAMSAY & SON CO.
Estd. 1842 — The Paint Makers
MONTREAL

Stephens

Barn and Elevator Paints

Are enjoying a larger sale than ever before. The demand for all goods bearing our name is active. Can you supply the demand? Send us your orders. We will ship promptly.

A paint for everything and everything for a painter.

G. F. Stephens & Co., Limited
Winnipeg, Canada.

BRANCH AT CALGARY, ALTA.



YOUR store can safely sell one brand of paint and be sure your fussiest customer will come back and tell you he is satisfied. These paints come in tins labelled

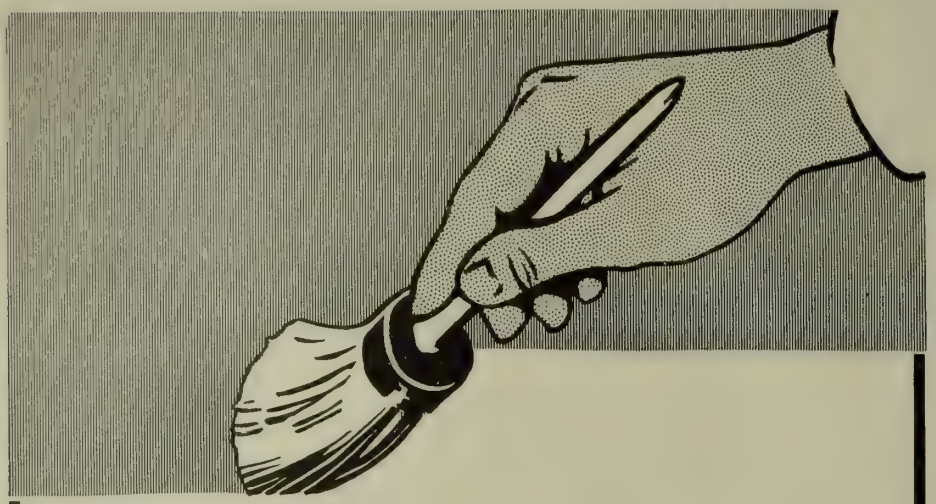
M-L PURE PAINTS

Two coats equal three of other paints. Yet your profit is just as satisfying. The paint is more so---that's why. Suppose you write us and ask us for proof.

Sample tins, color cards and all the interesting details sent you when you write our nearest place.

6 Morse St., Toronto
108 Princess St., Winnipeg
550 Beatty St., Vancouver

Imperial Varnish & Color Co.
Limited
TORONTO, ONT.



SHERWIN-WILLIAMS PAINT

PAINT is another one of those things that must be bought upon the confidence in the manufacturer rather than upon expert knowledge on the part of the purchaser.

Sherwin-Williams Paint is prepared according to the soundest and most approved ideas in paint making. Every ingredient is of our own manufacture, conforming in our own high standard of quality, and they are proportioned according to formulas of proved correctness and exactness.

Surely you would have confidence in a paint so made and surely you would have confidence in the statement made by a house that has been making paint for over forty years and one that has built up the largest paint and varnish business in the world on quality products.

Our booklet, "The Way to Build a Paint and Varnish Business," is of interest to every up-to-date merchant and will be sent upon request.

THE SHERWIN-WILLIAMS CO. 914

PAINT AND VARNISH MAKERS

CANADIAN HEADQUARTERS AND PLANT, 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C.

Honest Paint

is the kind every hardwareman wants to handle.

And you, Sir, have solved this problem if you are selling

New Era Paint

the kind which covers more surface, holds its color better and lasts longer than any other prepared Paint.

Write for details and prices No paint holds out more possibilities for you.

Standard Paint and Varnish Works Co., Ltd.

Windsor, Ontario

THE CEE-PEE-CO. WOOD TINTS

have a decorative value and an associative charm of appearance which enhances the quiet but rich effect of the Products of the Forest.

They are held in the highest favor by Architects and lovers of genuine beauty. Any one interested in the CEE-PEE-CO. WOOD TINTS may obtain a full set of samples upon wood by writing to The Canada Paint Company.

These Tints are invaluable to high class finishers of all kinds of wood.

They do not raise the grain, accentuate the natural beauty of the wood, and leave a soft, velvety finish. Their great covering capacity makes them a most economical article to use.

THE CANADA PAINT COMPANY LIMITED

MADE IN CANADA

SUPERFINE LINEN RECORD

Perfect conditions of manufacture have been largely responsible for the excellence of

Superfine Linen Record

Made in all Weights and Sizes

WHITE, AZURE and BUFF

Samples furnished on request

THE ROLLAND PAPER COMPANY, LIMITED

GENERAL OFFICES:
53 St. Sulpice Street
MONTREAL, P.Q.

MILLS AT
ST. Jerome, P.Q.

Why Buy the "Near Quality" when the Best is Procurable?

THE L. MARTIN CO.'S

Old Standard, Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACK

IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.

Manufacturers of the
Highest Standard Lampblacks
for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

THE

Dougall Varnish Co.

LIMITED

Montreal : : Canada

VARNISHES

OF FINEST QUALITY

FOR

RAILWAYS
BUILDINGS

PIANOS
FURNITURE

CARRIAGES
WAGGONS

ALSO

LINGERWETT

Varnish and Paint

REMOVER

Associated with Murphy Varnish Co., U.S.A.

TRADE MARK
KEYSTONE
BRAND.
REGISTERED

Any Broom bearing the Keystone trade-mark can be relied upon to give satisfaction, and you can place it in the hands of a customer with an assurance that there will be no complaint about its wearing qualities. If, however, you desire to handle the very best that can be produced, select the

"Klondike" and "Jubilee"

Manufactured by

Stevens-Hepner Co., Limited

Port Elgin, Ontario, Canada

THE SECRET OF GOOD IRON IS IN THE HEATING.

That is the reason

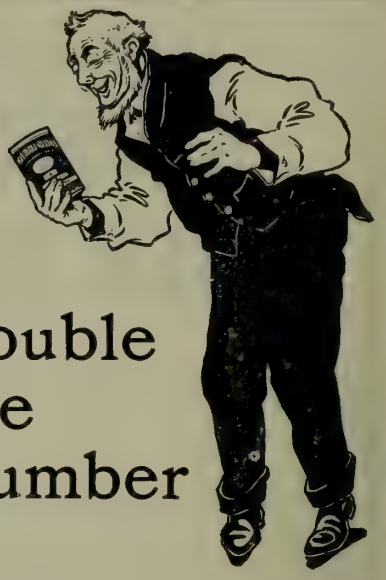
London Bars

have such a large sale among the builders, contractors, blacksmiths and iron workers.

Are you selling them, Mr. Hardwareman?

LONDON ROLLING MILL CO., LTD.
LONDON, CAN. Ⓑ

Sales Agents:
Ontario, Baines & Peckover, Toronto
Manitoba, Bissett & Loucks, Winnipeg



Double the Number of Customers at Your Store

In your city there is doubtless a fairly constant amount of house painting done by a fairly constant number of people.

Anything that will make two paint users spring up in place of one means more money for you.

B-H "ENGLISH" PAINTS

accomplish this result, being a thoroughly satisfactory line of mixed paints at very little higher prices than are charged for ordinary kinds.

The base used is 70 per cent. *Brandram's B. B. Genuine* White Lead, and 30 per cent. Pure White Zinc, to which are added other ingredients of the purest quality. We are the only Canadian House allowed to furnish *B. B. Genuine*, the world's standard White Lead.

Write for prices on *B-H "ENGLISH" Paints* and hints to dealers.

Brandram-Henderson Limited

Montreal — Halifax
St. John — Toronto
Winnipeg

M. R. M. Horse Nails



The Horse Nails we turn out are made from Swedish Soft Steel Rods, the best material that can be obtained for the purpose, and are qualified to meet all the farrier's nailing problems.

Write us about them and we will be pleased to send you samples.

THE MONTREAL ROLLING MILLS CO.
MONTREAL

SPECIFY

"Conqueror" Brand

High Speed Steel

and

High Speed Drills

if you want

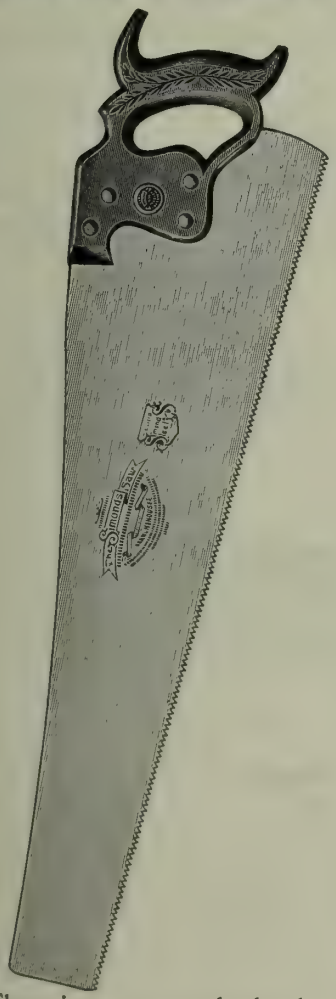
the Best and Cheapest

Sole Canadian Sales Agent:

ALEXANDER GIBB,

3 St. John St. *MONTREAL*

SIMONDS



There is no saw made that has a more complete guarantee of quality than the SIMONDS. Every Dealer and Jobber should have our Catalogue and discounts.

Simonds Mfg. Co.

FITCHBURG, - MASS.

Branches throughout the United States and Canada.



NEW IDEA IN SHOVELS

THE SPLIT HANDLE

Advantages over old style:

1. GREATER STRENGTH
2. LESS WEIGHT
3. MORE ROOM FOR THE HAND

The handle is split at the top to form a D, and is made wider than the ordinary D handle, giving more room for the hand..

The hand piece is rabbited into the side pieces and held together by a rivet passing through them. The rivet at the bottom of the D prevents the handle from splitting downwards.

When ordering, specify Split D handles, as we furnish them on all shovels, spades, etc., without extra cost.

The D. F. Jones Mfg. Co., Limited, - Gananoque, Ontario



HERCULES

Sash Cord

Buy the Best.

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by all Wholesale Dealers

SEYMOUR SHEARS

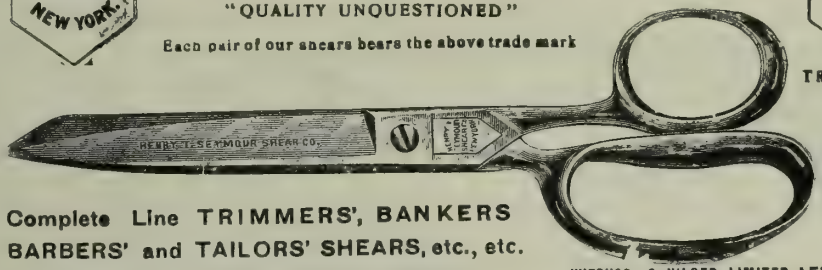
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK

TRADE MARK

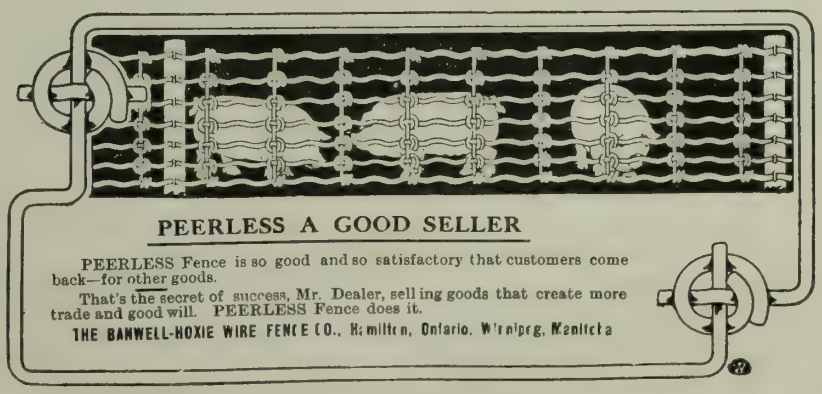


Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED NEW YORK Agents



PEERLESS A GOOD SELLER

PEERLESS Fence is so good and so satisfactory that customers come back—for other goods.

That's the secret of success, Mr. Dealer, selling goods that create more trade and good will. PEERLESS Fence does it.

THE BANWELL-HOXIE WIRE FENCE CO., Hamilton, Ontario. Winnipeg, Manitoba

---



The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BUILDERS' SUPPLIES.

Bell Phone 3033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.

Board of Trade Building

39 St. Paul St., - QUEBEC

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

FILTERS.

Anti-Splash Tap Filters

The "Galvo" Filter and Water Steriliser
"Perfection" Fire Extinguishers

There's good money in them for hardware dealers.

Write for Prices.

The Anti-Splash Filter Co.

OWEN SOUND - - ONTARIO

FLOOR SPRINGS.

The Best Door Closer is

Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital St. - - - - Birmingham

GLASS CUTTERS.



Barrett's Standard Glass Cutters

in 22 different styles.

Order from your jobber or write direct.

W. L. Barrett, Mfr., Bristol, Conn.

HORSE COVERS.

Birkmyre's Waterproof Horse Covers

SOLE MANUFACTURERS

The Gourock Ropework Expert Co,, Limited
(of Scotland)

Montreal 28-30 St. Peter St.
Winnipeg; 132-134 Portage Ave, East

MALLEABLE IRON.

Malleable Iron Castings

Carriage and Agricultural Castings, Axle Nuts, etc., etc.

Manufactured by

P. KYLE, Merrickville, Ontario

Catalogue furnished on application

MANUFACTURERS' AGENTS.

CLARE, LITTLE & CO.

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY

SASKATOON, WESTERN CANADA

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

THOS. SONNE, SR.

Manufacturer o

Awnings, Tents, Sails, and Flags of all Nations, Waggon Covers, Horse Covers, Inside Spring Roller Shades, Coal Bags, all kinds of Tents on Hire, Tarpaulins and Oil-Skin Clothing, Hoist Ropes fitted up at shortest notice.

193 Commissioners Street

Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

J. M. KAINS & CO.

MANUFACTURERS' AGENT

88 Pender Street W., VANCOUVER, B.C.

Open to represent a first-class Hardware Specialty. Highest References.

MANUFACTURERS' AGENTS.

T. W. HEMPHILL & CO.

Manufacturers' Agents

Building Supplies and Building Hardware

831 Powell St. VANCOUVER, B.C.

Correspondence Solicited. Highest References

We have competent Salesmen.
Best Facilities for Distributing and Storing

M. B. ANTHONY & CO.

MANUFACTURERS' AGENTS

503 Mercantile Bldg. VANCOUVER, B.C.

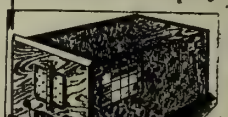
Correspondence solicited.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL
89 Richmond St. W. Toronto

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

ATLAS MFG. CO., NEW HAVEN.

HORSE POKES.



James & Reid's

Patent Surprise
HORSE POKES

give the best satisfaction.

Ask your Jobber, or write

JAMES & REID
Perth, Ontario

SNAPS.

"QUEEN" LOOP SNAP

Strong  Durable

No 900—Another addition to our line.

COVERT MFG. CO., TROY, N.Y., U.S.A.

SOLDER

METALS

We are Manufacturers. Large Stock. Prices Right.
We will be pleased to quote you.
Our New Phone No. Main 7930
THE CANADA METAL CO., LIMITED
TORONTO, ONT.

SPRAYERS



HEADQUARTERS FOR SPRAYERS

We make Sprayers for all purposes, such as flowers, fruit vegetables, disinfectants.
SEND FOR CATALOGUE AND PRICE LIST
COLLINS MFG. CO. TORONTO.

STRAPPING HOOP IRON.

J. N. WARMINTON
207 St. James St., Montreal
Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.

TOOLS.



ARMSTRONG PLANER TOOLS
Are ALWAYS ready for use
7 Sizes. Write for Catalog.
ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave. Chicago, U.S.A.

ONE
with an assortment of Cutters
EQUALS A DOZEN FORGED TOOLS.



VENTILATORS.



Ventilators and Chimney Cowls
My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

Buy your
WIRE GOODS
from
CANADIAN SALES & MFG. CO.
Office: 250 Lemoine Street
MONTREAL

SEALED TENDERS

Addressed to the undersigned will be received up till 12 o'clock noon July 26th, for the supplying and installing of a System of Steam and Hot Air Heating for a new Town Hall in the Village of Beaverton. Also Sealed Tenders addressed to the undersigned will be received up till 12 o'clock noon of August 10th for the electric wiring of the above Town Hall.

Specifications for the above and forms of tender can be seen at the offices of W. Fletcher Sheppard and J. Harvey Self, Associated Architects, 436 Yonge St., Toronto, or John McArthur, Town Hall, Beaverton.

Firms tendering for the above heating will be given an opportunity of explaining their system before the committee on the evening of July 26th. A marked cheque for $50.00 payable to the order of L. J. Cameron, must accompany each tender and will be retained as security for immediate execution of a construction contract and satisfactory guarantee bond. Deposit cheque of tenderers will be returned if unsuccessful or if successful on execution of construction contract and guarantee bond.

The lowest or any tender not necessarily accepted.

L. J. CAMERON,
Chairman Building Committee.

Beaverton, July 12th, 1910.

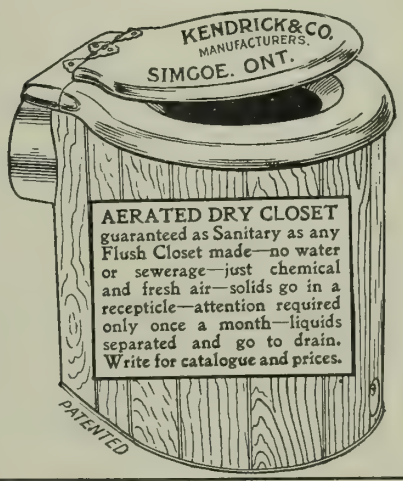
Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.

THOMPSON & GUNN

Manufacturers of the famous "ALASKA" and "BONANZA" Steel Ranges, can now supply the Alberta and British Columbia trade from their Vancouver stock.

These ranges are made in six different styles and have every modern improvement. They give satisfaction to the customer and are profitable to the dealer.

Write for catalogue to our office at
937 Westminster Avenue
VANCOUVER, B. C.



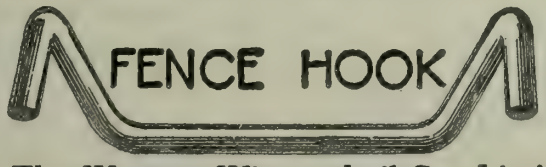
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*

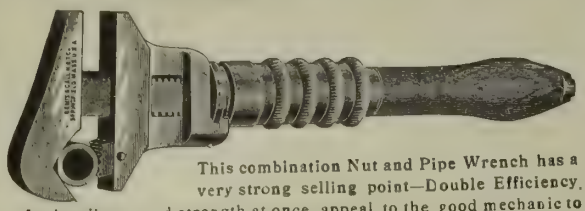


WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and ail Co., Limited, - London, Ont.

The Toronto Plate Glass Importing Co., Limited
(HILL & RUTHERFORD, Managing Directors)
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS
Works: Don Speedway, also Victoria St., - - - TORONTO

A Strong Selling Point

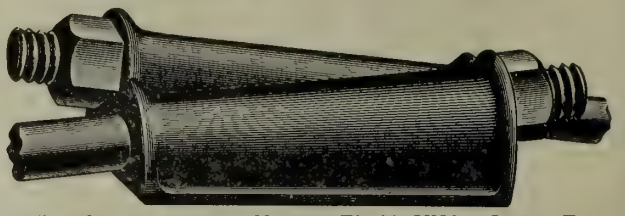


This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to saves him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

TANK LUGS



FOR ROUND RODS ON WATER TANKS, SILOS, ETC.
MALLEABLE IRON All sizes—⅜ inch to 1½ inch ready for immediate shtpment
Also over-flow connections for wood tanks
OTTERVILLE MANUFACTURING CO.
OTTERVILLE, ONT. Limited

Hurry-up orders for BELTING

Those are the kind the up-to-date **Hardware Merchant will land.**
He will satisfy his customer too if he sticks to a high class, well assorted stock of the very **best belting** for any **time** orders as well.

WHY NOT TRY OUR BELTING?

Everything in lace leather and leather belting.
Our goods and treatment bring back the customer.
Include our goods in your next order.

J. L. GOODHUE & CO., Limited
Danville, :: :: Que.

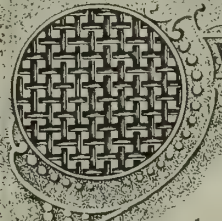
Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND

ORNAMENTAL IRON WORK



WIRE CLOTH AND WIRE GOODS

There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish. **Inquiries Solicited.**

CANADA WIRE GOODS MFG. CO.
HAMILTON

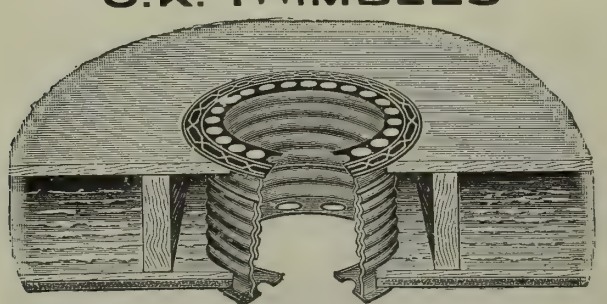
Ford's Auger Bit



is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

JOSEPH RODGERS & SONS,

SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR
Cutlery
BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK
GRANTED 1682

Sole Agents for Canada

James Hutton Company
Montreal

BLACK JACK

THE BEST FAMILY POLISH MADE

TRY IT



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



OUR GUARANTEE

We will install a System of Gipe Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any other WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS, we will remove them at our expense.



CATALOG FREE

THE GIPE CARRIER COMPANY
99 ONTARIO STREET TORONTO, ONT.
EUROPEAN OFFICE: 116 HOLBORN, LONDON E.C. ENG.



Summer Rubs!

It is during this weather that much polishing is done—door knobs, letter box slits, brass on boats, etc. Is your stock of

Royal Polishes

sufficient to meet all requirements?
If NOT, increase it to-day. Shipments very prompt.

ROYAL POLISHES COMPANY
MONTREAL

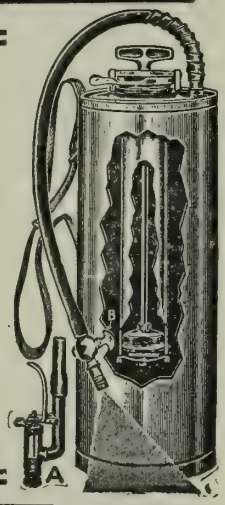
Our Improved Automatic Compressed-Air Sprayer

is the most satisfactory hand machine now in the market for

APPLYING PARIS GREEN TO POTATOES

It is substantially built and every Machine is GUARANTEED. It is the handiest Sprayer for general purposes yet produced. A boy can do the work. Saves time, labor and material. Working parts all brass. Made in Galvanized iron or brass. *Ask for 1910 Model.*

CAVERS BROS.
Manufacturers GALT, ONT.



Neptune Unrivalled Patent Steel Wire

is the Strongest, Most Elastic and Most Economical Wire on the market The 12½g. and 14g. will save you over 60 per cent. as against No. 8 and 10 gauges ordinary wire. Does not sag in summer nor snap in winter.

	Breaking Strain	Length per 100 lbs.
NEPTUNE UNRIVALLED," 12½g	1140 lbs.	1277 yds.
Ordinary Galvanized Wire, 8g	1125 lbs.	471 yds.
NEPTUNE UNRIVALLED," 14g	730 lbs.	2000 yds.
Ordinary Galvanized Wire 10g,	720 lbs.	729 yds.

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft Carlswerk, M.E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

Glues, Gelatines and Size

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for

QUALITY and VALUE

cannot be excelled.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

'Hayseed' Farmers Becoming Scarce

Modern farmers who use modern methods and buy modern appliances are rapidly taking the place of the old-time "Hayseeds." That's one reason why we are selling the trade so many of these excellent

STEEL WATER TROUGHS

They are unusually strong and well made and will last your customer a lifetime. We can ship any of the following from stock: STEEL TANKS, barn, bath room, oil and gasoline, milk, cooking, threshing, street sprinklers, whey tanks, TROUGHS, water troughs, hog troughs, stable troughs, food cookers, spray cookers, maple evaporators, staunchions, water bowls, stable fittings, coal chutes, smoke stacks, steel cheese vats. Also the well-known Rowe Sanitary Lavatory and Partyke Sanitary Chemical Closets

The Steel Trough & Machine Co.
Limited
Tweed, Ontario



RIVETS

IRON—COPPER—BRASS

Tinned, Coppered or Plated Finishes

Every Shipment Guaranteed. Prompt Delivery

Get our quotations before buying

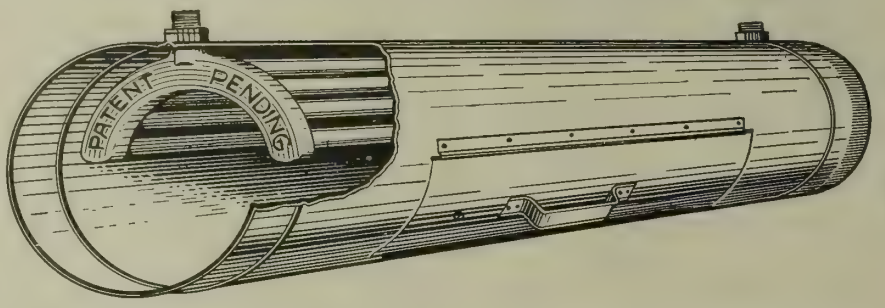
P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

We also do JOB PLATING

Harness the heat in chimneys now going to waste

and make it work ! It's easy to use a large part of this heat by installing

The Wizard Auxiliary



Water Heater

The **FIRST** and **ONLY** device made that will heat water **without expenditure of fuel.** The "Wizard" will give a regular and abundant supply of Hot Water, costing absolutely nothing.

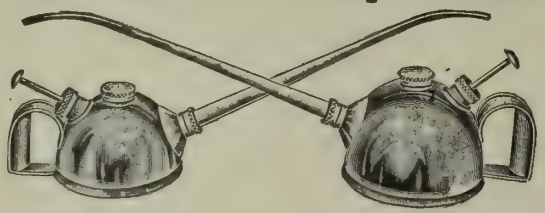
The "Wizard" lies on the upper side of the smoke pipe, where the heat-travel is greatest, and water continually flowing through the tubes is heated rapidly. It is well made, easy to instal, guaranteed effective and will last years. **A GENUINE MONEY-MAKER FOR THE DEALER.**

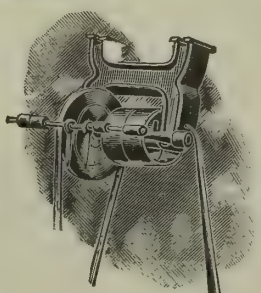
A Boon to the Household and a Blessing to the Owner's Pocket.

SEND FOR DESCRIPTIVE CIRCULAR AND PRICES.

AUXILIARY WATER HEATER CO., 505 Queen St. W. TORONTO

Howland's Pump Oilers





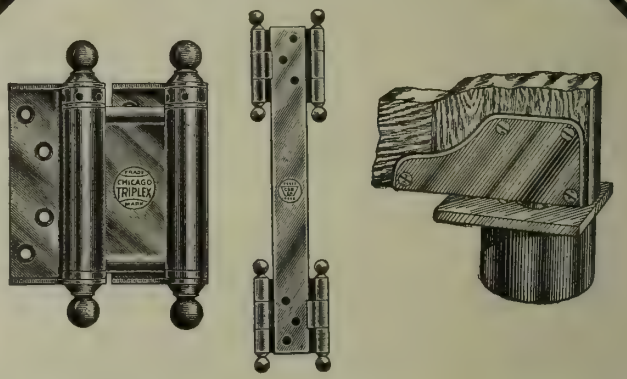
For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO NEW YORK

Send for Catalogue M 26

Condensed or "Want" Advertisements

AGENCIES WANTED

THE HOMES' HELP, No. 20 Charlotte St., Port-of-Spain, Trinidad, B.W.I., are prepared to receive consignments, also agencies throughout Canada. Correspondence solicited. (32)

BUSINESS CHANCES

EXCELLENT OPENING for plumber and tinsmith. Also small stock hardware, $2,000. Good building centre of town, 2000 population, good farming district. Plate front, good opportunity for good tradesman in tin or plumbing. Stock reasonable; figure on dollar; will sell or rent building. Apply R. A. SCOTT, Alliston, Ont. (32)

FOR SALE—Retail hardware business, established 20 years ago by Geo. B. Morris and conducted by the present owners for the last 4 years. In connection with the winding up of the existing partnership, the business is offered as a going concern. Correspondence invited. McMillan Bros., Guelph. (25tf)

FOR SALE — WATERLOO IRON WORKS, in town of Waterloo, Quebec, in centre of the Eastern Townships. Plant comprises Foundry, Machine Shop, Stove Mounting and Wood Shops and Boiler House. Brick buildings, galvanized iron roofs, all in good repair. Canadian Pacific and Central Vermont Railways run through the town. Works situated only few rods from former. Splendid opportunity for any who wish to engage in manufacturing. Terms reasonable. Address: Waterloo Iron Works, Waterloo, Quebec. (32)

HARDWARE—Old established hardware for sale doing good business in one of the best districts of Western Ontario. Apply to Box 1018 HARDWARE & METAL, Toronto. (32)

HARDWARE AND MACHINE BUSINESS FOR SALE in one of the best new towns in Southern Alberta; turnover for 1909, $30,000; stock $9,000. Will sell or rent buildings. Box 1006, HARDWARE AND METAL, Toronto. (32)

HARDWARE AND TIN BUSINESS FOR SALE—Ontario town. Attractive business centre. Always strong trade conditions. Stock $14,000. Turnover $45,000. Terms easy. Full money payment not required. Would consider competent and desirable man for partner. Apply Box 998, HARDWARE AND METAL, Toronto. (25tf)

FOR SALE

FOR SALE—1 Carter 100-Light Acetylene Gas Machine, in good condition. Will be sold cheap, The Geo. Taylor Hardware Co., New Liskeard, Ontario. (30tf)

FOR SALE — Set second-hand tinner's tools, in good condition. JOHN DUFTY, Broadview, Sask. (31)

FOR SALE—An old established Hardware, Heating and Plumbing business in a city of nearly 100 000. Address Bruce, HARDWARE AND METAL, Toronto, Ont. (32)

HARDWARE, TINWARE, PLUMBING and coal business for sale. One of the best manufacturing and prosperous towns in Ontario. Fine premises, centrally located, for sale or rent. Stock about $7,000; turnover 1909, $21,000. Rate on dollar; easy terms. Must be sold owing to death of partner. Apply Weppler & Helwig, Hanover, Ont. (31)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

ANY MAN who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. In case of loss or delay prompt refund is arranged or new Order issued.

A BOON to every hardwareman. A perfectly reliable fountain pen is to be found in the Beaumel "Rival" Pen. Easy to fill, non-leakable, and writes with exceptional smoothness. Gold nibs of thicknesses to suit every style of handwriting. Guaranteed in every respect. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited. Manufacturing Stationers, Toronto. (tf)

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

DISPLAY YOUR GOODS to better advantage by using up-to-date fixtures. We are specialists in planning stores and offices. Get catalogue "J." which contains illustrations of many new features and several handsomely equipped stores and offices. Jones Bros. & Co., Ltd., 30-32 Adelaide Street W., Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

ERRORS AVOIDED, LABOR SAVED—Using the Shouperior Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet, perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full inquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

IF YOU have been afflicted with one of those fountain pens that won't write when you want it to, or leaks when you don't want it to, give it away to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Co., Toronto, sole agents for Canada.

KAY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in Carpets, Rugs, Furniture, Draperies, Wall Papers and Pottery, with cash prices. Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

KEEP ACCOUNTS WITHOUT BOOK-KEEPING. Formerly accounting meant keeping books. Today you can keep accounts cheaper, better, quicker and more accurately by discarding all books and installing a McCaskey Account Register. Don't be skeptical—investigation costs nothing. Write to-day. Dominion Register Co., Ltd., 100 Spadina Ave., Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto. (tf)

SAVE 50% OF COST of handling merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelorete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WE ARE OFFERING A FEW SPECIAL BARGAINS in Remington and Smith Premier Typewriters. These are real bargains. The Monarch Typewriter Co., Ltd., 98 King Street West, Toronto.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Ltd., 33 John St., Hamilton, Ont. (tf)

WHEN buying bookcases insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

725,000 live merchants use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

SITUATIONS WANTED

COMPETENT and energetic hardware clerk, with four years' experience, wants position in West. Best of references. Box 1017, HARDWARE AND METAL, Toronto. (31)

EXPERIENCED TRAVELER seeks re-engagement or would entertain responsible indoor position. A1 references. Box 1012, HARDWARE AND METAL, Toronto. (34)

POSITION WANTED AS SUPERINTENDENT. General or tool-room foreman, by first-class mechanic, over 20 years' experience on tools. Specialties, hardware and automobile manufacturing, and thoroughly up-to-date in latest production methods. Address Box 1016, HARDWARE AND METAL, Toronto. (30)

WANTED, position of trust by hardware man, aged 34, twenty years' experience in Glasgow Scotland, and Toronto, Canada, best of references, absolutely honest, reliable and capable. Apply Box 1020 HARDWARE & METAL, Toronto. (32)

SITUATIONS VACANT

HARDWARE SALESMAN, with some knowledge of advertising and the preparation of circulars, wanted at once for important position in Montreal. State fully experience and salary wanted. Box 1021, HARDWARE AND METAL, Toronto. (31)

WANTED—Tinsmith with two or three years' experience. Apply giving references, age and salary expected. Van Tuyl & Fairbank, Oil Springs, Ontario. (30)

WANTED—Hardware clerk, apply stating experience, references, age and salary expected. Van Tuyl & Fairbank, Oil Springs, Ont. (33)

WANTED—City Traveller with experience in hardware and plumbing trade, good chance for advancement. Apply Box 1019 HARDWARE & METAL, Toronto. (30)

WANTED—An A1 man to take charge of a well established Winnipeg hardware, plumbing and heating business. Good salary. Would prefer a man with from $1,000 to $2,000 to invest in business. This is a splendid opportunity for the right man. Box 7, HARDWARE AND METAL, 511 Union Bank Building, Winnipeg. (26tf)

WANTED—A traveler to represent a newly established Woodenware concern, selling their line to hardware and furniture dealers. Territory at present Province of Ontario. State experience, age and salary expected. Address, Box No. 1015, HARDWARE AND METAL, Toronto. (31)

WANTED—Hardware clerk. Must be expert salesman, good window dresser, good stock-keeper. Apply, stating experience, references and salary, to George Taylor Hardware Co., Limited, Cobalt, Ont. (30)

CLASSIFIED LIST OF ADVERTISEMENTS

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Anchors, Star Screw
Star Expansion Bolt Co., New York

Babbitt Metal.
Canada Metal Co , Toronto
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co,. Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting
J. L. Goodhue & Co., Danville, Que.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont

Bolts.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal

Bolts---Expansion
Star Expansion Bolt Co., New York

Box Strapping
J. N. Warminton, Montreal

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Bridle Rings---Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
Hill, Jas., & Co., Ltd., London, England
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co. Saginaw. Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cable Dogs, Sebco
Star Expansion Bolt Co., New York

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cash Registers
National Cash Register Co., Toronto

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Dowswell Mfg. Co., Hamilton
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines.
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton,
R. McMaster, Vancouver.
Malden Mills Inc., Malden, Mass.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,
W. D. Beath & Son, Ltd., Toronto

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto.
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Drills---Brick and Stone
Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

Electric Dry Batteries
Canadian Carbon Co., Toronto

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engine Supplies, etc.
Kerr Engine Co., Walkerville, Ont
Penberthy Injector Co , Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Owen Sound Wire Fence Co., Owen Sound.
Watson, Jack & Co., Montreal

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hone
Simonds Canada Saw Co., Ltd., Montreal

Filters
Anti-Splash Filter Co., Owen Sound,

Firearms and Ammunition.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
Marlin Firearms Co., New Haven, Conn.
Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes
Dennis Wire & Iron Co., London

Furnaces.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing
Canada Metal Co., Toronto.
U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Galvanized Iron
John Lysaght, Ltd., Bristol, Newport and Montreal.

Glass
Pilkington Bros., Ltd., Montreal

Glass Cutters
W. L. Barrett, Bristol

Glass Ornamental
Pilkington Bros., Ltd., Montreal
Toronto Plate Glass Importing Co Toronto.
Consolidated Plate Glass Co., Toronto

Glass Wired
Pilkington Bros., Ltd., Montreal

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.

Glue.
The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appley Bridge, Eng

Guns
Marlin Fire Arms Co., New Haven
Harrington & Richardson Arms Co., Worchester, Mass.

Grinders
Milwaukee Grinder and Specialty Co., Milwaukee, Wis.

Hammocks
Hohlfeld Mfg. Co., Philadelphia, Pa.

Handles
Still, J. H., Mfg. Co.

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganonoque
Taylor-Forbes Co., Ltd., Guelph, On

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.

Hoop Iron.
Frothingham & Workman, Ltd., Montrea
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Montreal Rolling Mills, Montreal.

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia

Ice Cutting Tools
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Ladders
Martin, S. B., Dalton, Ohio, U.S.A.

Lamps
Queen City Oil Co., Toronto

Lanterns
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont
Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, On
Jas Smart Mfg Co, Brockville, Ont
Taylor-Forbes Co., Guelph

Lighting Fixtures
McLaren & Co., Merrickville
Barton Netting Co., Windsor

Locks, Knobs, Escutcheons, etc
Corbin Cabinet Lock Co., New Britain, Conn.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.
Lion Metal Co., Montreal

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mops
Malden Mills Inc., Malden, Mass.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y

Nails Wire
Canada Screw Co , Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
Jas. Pender & Co., Ltd , St. John, N.B.
United States Steel Products Export Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co. Toronto, Ont.
Wright, E. T., & Co., Hamilton, Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
Queen City Oil Co., Toronto

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Dennis Wire & Iron Co , London. Ont.
Canadian Wire Goods Mfg. Co., Hamton

Padlocks
Corbin Cabinet Lock Co., New Britain, Conn.

Pail Clasps
J. N. Warminton, Montreal

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne, Eng.
Canada Paint Co., Montreal.
Dods, P. D. & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co. Toronto.
Pilkington Bros., Ltd., Montreal
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Martin-Senour Co., Montreal

Paris Green
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne.

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Plows.
The Paris Plow Co., Paris, Ont

Portland Cement
Canada Cement Co., Ltd., Montreal
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont
John Lysaght, Ltd., Bristol, Newport and Montreal

Razors.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Reed Chairs
Imperial Rattan Co., Stratford

Registers
The Canadian Ferrosteel Co., Bridgeburg, Ont.
Hart & Cooley Co., New Britain, Conn
A. Welch & Son, Toronto
Tuttle & Bailey Mfg. Co , Bridgeburg, Ont

Rifle Cleaners
Marble Safety Axe Co., Gladstone, Mich

Rifle Rod
Marble Safety Axe Co. Gladstone, Mich

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Brantford Roofing Co., Brantford.
Barber Asphalt Co, Philadelphia
Winnipeg Paint & Glass Co., Winnipeg
United Roofing & Mfg. Co., Philadelphia, Pa.
Lockerby & McComb, Montreal
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Sad Irons
The Dover Mfg. Co., Canal Dover, O.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Simonds Mfg. Co., Fitchburg Mass.

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton. On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.

Silverware.
McGlashan, Clarke Co., Niagara Falls.

Snaps
Covert Mfg. Co., Troy, N.Y

Sprayers
Cavers Bros., Galt, Ont.
Thos Davidson Mfg. Co., Montrea
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton
T. Collins Mfg. Co., Toronto

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey SteelCo., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Export Co., Montreal

Stencils
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton, Ont.

Stoves, Furnaces

Auxilrary Water Heater Heater Co., Toronto
D. J. Barker & Co., Picton, Ont.
Brantford Steel Range Co., Brantford
Butterwotrth Fdy. Co., Ottawa
Burrow, Stewart & Milne Co, Hamilton
W J Copp, Son & Co, Fort William, Ont
Canadian Heating & Ventilating Co.
Owen Sound.
Clare Bros., Preston.
Davidson, Thos., Mfg. Co., Montreal.
Findlay Bros., Carleton Place
Down Draft Furnace Co., Galt
Gurney-Foundry Co., Toronto
Harriston Store Co., Harriston
McClary s, London, Ont.
National Mfg. Co., Ottawa
Pease Foundry Co., Toronto.
Record Fdy. & Machine Co., Moncton
Jas Smart Mfg Co, Ltd. Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock
Queen City Oil Co., Toronto

Tacks.

Montreal Rolling Mills Co., Montreal.
Canada Screw Co, Hamilton
U.S, Steel Products Export Co., Montreal

Tapes.

Lufkin Rule Co., Windsor, Ont
Jas. Chesterman & Co., Sheffield Eng.

Tin Plate.

A. C. Leslie & Co., Montreal

Trucks.

Aylmer Pump & Scale Co., Aylmer, Ont
Geo D Pearson & Co., Montreal

Vacuum Cleaners

Universal Vacuum Cleaner Ltd., Montreal
Onward Mfg. Co., Berlin

Ventilators.

Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Washing Machines, etc

J. H. Connor & Son., Ottawa Ont.
Dowswell Mfg. Co., Hamilton, Ont.
D Maxwell & Son, St. Mary's, Ont
Walter Woods & Co., Hamilton

Washing Machines—Power

Excello Specialty Co., Berlin, Ont.

Wagons—Children's.

Woodstock Wagon Co., Woodstoc
Imperial Rattan Co., Stratford

Wall Paper

Watson-Foster & Co., Montreal

Welding Plates

Phillips-Lafitte Co., Philadelphia

Wholesale Hardware.

Alexander Hardware Co , Hamilton
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Clutch Nails

J. N. Warminton, Montreal

Wire Goods

Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery

Ed. Brand, 472 Moss Lane E., Manchester, Eng.

Woodenware

Wm. Cane & Son, Newmarket
Walter Woods & Co., Hamilton

INDEX TO ADVERTISERS

Alexander Hdwe. Co., Ltd. 115
Allan Hills Edge Tool 127
American Shearer Co. 148
Anthony, M. B. 148
Anti Splash Filter Co. 148
Armstrong Bros. Tool Co. 148
Asbestos Mfg. Co. 156
Atkins, E. C. & Co., Inc. 127
Atlas Mfg. Co. 148
Auxiliary Water Heater Co. 152
Aylmer Pump and Scales Co. 42

Banwell Hoxie Wire Fence Co. 147
Barker & Co., D. J. 28
Barber Asphalt Paving Co. 47
Barrett, W. L. 148
Barnett, G. & H. Co. 156
Beath, W. D. & Son 126
Barton Netting Co. 48
Bemis & Call Hdw. & Tool Co. 150
Boker, H. & Co. 131
Brown Boggs Co., Ltd. 119
Bosse & Banks 148
Bowser, S. F., & Co., Ltd. 2
Brandram-Henderson, Ltd. 146
Brantford Steel Range Co. 33
Buffalo Mfg. Co., The 133
Burrow Stewart & Milne Co., Ltd. 23
Butterworth Foundry Co., Ltd. 32

Cameron & Campbell 148
Canada Bolt and Nut Co. 125
Canada Cement Co. 133
Canada Foundry 150
Canada Glue Co. 6
Canada Metal Co., Ltd. 123
Canada Paint Co. 144
Canada Screw Co. 47
Canada Steel Goods Co. 44
Canada Wire Goods Mfg. Co. 150
Canadian Copper Co. 126
Canadian Carbon Co. 10
Canadian Ferrosteel Co. 28
Canadian Heating & Ventilating Co. 39
Canadian Sales & Mfg. Co. 149
Canadian Hart Wheels 148
Canadian National Exhibition 120
Cane & Sons, Wm., Co., Ltd. 12
Cavers Bros. 151
Caverhill, Learmont & Co. 7
Chadeloid Chemical Co. 142
Chicago Spring Butt Co. 152
Christy Safety Razor Co., Ltd. 46
Clare Bros. & Co. ..... 26—27
Clare, Little & Co. 148
Clauss Shear Co. 134
Collins Mfg. Co. 148
Connor, J. H., & Son 58
Copp, W. J., Sons & Co. 32
Corbin Cabinet Lock Co. 48
Cowan & Britton 54
Cumner Dowswell, Ltd. 59

Davidson, Thos., Mfg. Co. 35
Directory of Manufacturers ..... 148—149
Disston, Henry & Son 41
Dominion Cartridge Co. 60
Dominion Wire Mfg. Co. 129
Dorken Bros. ..... 1—131
Dougall Varnish Co. 145
Dover Mfg. Co. 43
Down Draft Furnace Co., Ltd. 36

Excello Specialty Mfg. Co. 120

Findlay Bros. Co. 25
Ford Auger Bit Co. 150
Frothington & Workman 4

Gibb, Alexander 147
Gilbertson, W., & Co. 147
Gillette Safety Razor Co. ..... 3—9
Gipe Carrier Co., The 151
Glidden Varnish Co., The. 138
Goodhue & Co., Ltd., J. L. 150
Gourack Ropework Co. 148
Greening, B., Wire Co. 16
Grove Chemical Co. 151
Gurney Foundry Co., Ltd. 21
Gutta Percha & Rubber Mfg. Co. 156

Hamilton Cotton Co. 147
Harrington & Richardson Arms Co. 123
Harris, J. W., Co. 29
Harriston Stove Co., Ltd. 24
Hart & Cooley 29
Heinisch's, R., Sons Co. 132
Hemphill, T. W. 148
Hill, Jas. & Co., Ltd. 120
Hohlfield Mfg. Co. 121
Howland, H. S., Sons & Co. 5
Hoyle, Robson, Barnett & Co. 137
Hutton, Jas., & Co. 150

Imperial Rattan Co. 116
Imperial Varnish and Color Co. 143
International Supply Co., The. 124
International Varnish Co. 140

James & Reid 149
Jardine, A. B., & Co. 120
Jones Mfg. Co., Ltd., D. F. The 147
Johnson's, Iver, Arms and Cycle Works 137

Kains, J. M., & Co. 148
Kemp Mfg. Co. ..... Outside back cover
Kendrick & Co., E. 149
Kerr Engine Co. 52
Kyle, P. 148

Laidlaw Bale Tie Co. 52
Leslie, A. C., & Co. 136
Lewis Bros., Ltd. 3
Lockerby & McComb 132
London Foundry Co. 133
London Rolling Mill Co. 146
Lufkin Rule Co. 50
Lysaght, John 1

McArthur, Alex., & Co. 132
McClary Mfg. Co. ..... 37—38
McDougall, R., Co. 134
McFarlane & Douglas, Ltd. 45
McDougall, R., Co. 134
McGlashan-Clarke Co., Ltd. 132
McKinnon Chain Co. 131
MacLaren & Co. 45
Malden Mills Inc. 125
Malleable Iron Range Co. 22
Maple City Mfg. Co. 152
Martin Fire Arms Co. 131
Marble Safety Axe Co. 135
Martin, L. Co. 145
Martin-Senour Co. 139
Maxwell, D., & Sons 130
Metal Shingle and Siding Co., Ltd. ..... 115—150
Metallic Roofing Co., Ltd. ..... 112—113—114
Millers Falls Co. 136
Milwaukee Grinder & Specialties Co. 49
Monitor Mfg. Co. 134
Montreal Rolling Mills Co. 146
Moore, Benjamin & Co. 141
Morris & Bailey Steel Co. 130
Morrison, James, Brass Mfg. Co. 41

National Cash Register Co. 55
National Hardware Co., Ltd. 118
National Mfg. Co., Ltd. 31
Newman, W., & Sons 148
Nicholson File Co. ..... 14—15
Nickel Plate Stove Polish Co. 151
North Bros. Mfg. Co. 124
Nova Scotia Steel and Coal Co. 136

Oakey, John, & Sons 126
Oneida Community 128
Ontario Lantern and Lamp Co. Inside back cover
Onward Mfg. Co. 11
Otterville Mfg. Co. 150

Parmenter Bullock Co., The 148
Paterson Mfg. Co. 134
Pearson, Geo. D. & Co. 149
Pease Foundry Co. 136
Penberthy Injector Co., Ltd. 53
Peterborough Lock Co. 52
Phillips Lafitte Co., The 135
Pilkington Bros. 137
Pink, Thos. 51
Pratt & Lambert Inc. 142

Queen City Oil Co. 39

Ramsay, A., & Son Cp. 143
Record Foundry & Machine Co., Ltd. 30
Reid, James 148
Robertson Mfg. Co., Ltd., P. L. 151
Robertson, Jas., Co., Montreal 130
Rogers Sons & Co., Ltd., Henry 44
Rolland Paper Co. 145
Roper, J. H. 119
Ross Rifle Co. 46
Royal Polishes Co. 151

Samuel, M. & L., Benjamin & Co. 129
Scarfe & Co. 137
Seymour, Henry T., Shear Co. 147
Shaw, A., & Son. 147
Sherwin-Williams Co. 144
Simonds Mfg. Co. 147
Simonds Canada Saw Co. 28
Jas Smart Mfg. Co., Ltd. 34
Sonne, Thos., sr. 148
Standard Arms Co. 2
Standard Paint and Varnish Co. 144
Stanley Rule and Level Co. 130
Star Expansion Bolt Co. 135
Stephens, G. F. 143
Sterne, G. F., & Sons 29
Stevens Hepner & Co. 145
Steel Trough & Machine Co., Ltd. 151
Stewart Mfg. Co., Jas., Ltd. ..... 29—17—18—19—20
Still, J. H., Mfg. Co. 52

Taylor-Forbes Co. 1
Thompson, B. & S. H. ..... Inside front cover
Terry, Herbert & Sons 136
Thompson & Gunn 149
Toronto Plate Glass Importing Co. 149
Tuttle & Bailey Mfg. Co. 40

Universal Vacuum Cleaner Co., Ltd. 116
U. S. Steel Products Export Co. 60

Want Ads. 153
Warmington, J. N. 149
Watson Foster & Co., Ltd. 13
Watson Jack, & Co. 151
Western Wire and Nail Co. 149
White Mop Wringer Co. 126
Whitman & Barnes Mfg. Co. 51
Winnipeg Paint and Glass Co., Ltd. 135
Wiss, J. & Sons Co. 57
Wostenholm's Cutlery 133
Woodstock Wagon & Mfg. Co., Ltd. 126
Woods, Walter & Co. 49
Wright, E. T. & Co. 117



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals



Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



EKERT PROCESS

TRADE RADIUM MARK.

PAT. IN CANADA 1907

VALVE DISCS



Nothing to equal them has ever been made

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Winnipeg Calgary Vancouver

No More Duty to pay on Asbestos Products

We make everything known in Asbestos. We have an amazing variety of articles especially interesting to Hardwaremen and General Merchants.

We help every man to sell, and our goods have established a demand from one end of the Dominion to the other.

Glance through this list before ordering next—

Asbestos Steam Pipe and Boiler Covering. Asbestos Paper, Building Felts and Rollboard. Asbestos Millboards (many varieties). Asbestos Sheet and Piston Packings. Asbestos Textiles of all descriptions. Twines, Yarns, Tapes, Thread, Cord, etc., also Theatre Curtains. Asbestos Cement Shingles. Asbestos Corrugated Sheathing and Building Lumber.

We manufacture all these goods at our own factory and back them by our guarantee. To-day is the day to write. Quotations given promptly.

THE ASBESTOS MANUFACTURING CO., Ltd.

705-6 EASTERN TOWNSHIPS BK. BLDG., Corner Victoria Square, MONTREAL, CAN.

Write for our "HISTORY OF ASBESTOS"—mailed with pleasure—FREE.

THE "BANNER" 1910

COLD BLAST LANTERN

The BANNER has EVERY GOOD point that any C.B. Lantern has!

BUT

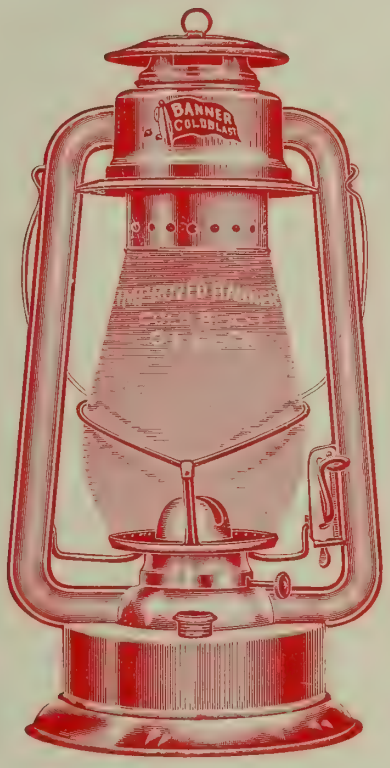
The BEST points are found in Banner Lanterns ONLY!

WORKMANSHIP and FINISH second to NONE.

No jammed fingers with our Patent Safety Lock.

No possibility of leakage with Our Patent Double-seamed Well.

No rattling or falling out of Globe when cleaning.



Will burn 5 to 8 hours longer without retrimming than any other.

Automatic Handle an additional convenience for carrying or hanging.

Heavily sweated, smooth finish, will not catch the dirt.

FOR SALE BY ALL JOBBERS

WINDPROOF—Guaranteed.

Ontario Lantern & Lamp Co., Ltd.

HAMILTON, ONTARIO

BURNERS - BURNERS - BURNERS

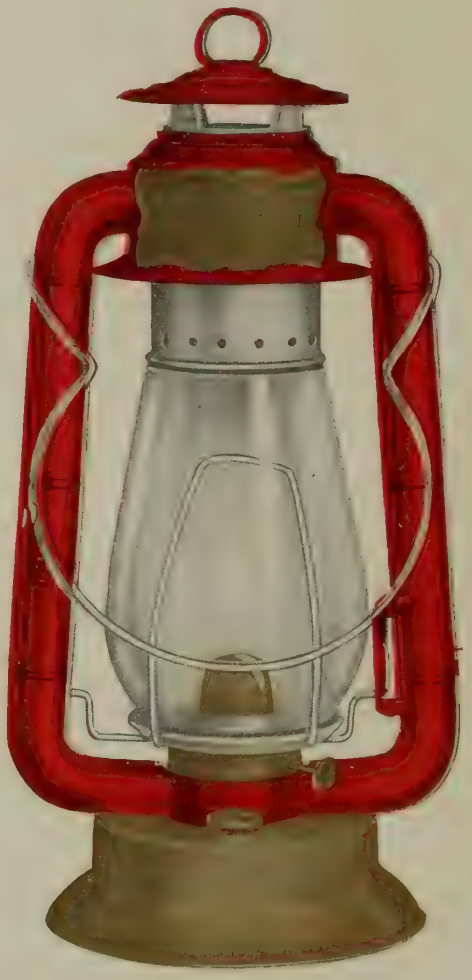
WE DEFY COMPETITION

QUALITY! VARIETY!! PRICE!!!

KEMP'S COLD BLAST LANTERNS

Standard size for kerosene. Can be filled, lighted, regulated and extinguished without removing the globe. This is our leading lantern. The simple lever or crank on the side tube raises the globe to light, and locks the globe down to the burner. This lever is placed on the inside of the tube so as to be protected, and cannot possibly be put out of order. Fount holds sufficient oil to burn nineteen hours.

New extinguishing device. See hole in side of tube ☞



New Inside ☞ Lift.

Packed in cases of one dozen each.

Average weight with case, 45 lbs. to dozen.

PRICES ON APPLICATION.

SUPPLIED IN

Bright Tin.
Japanned with Lacquered Founts.
" " Brass "
" " Dash Reflector

FITTED WITH

No. 2 Burner.
One Inch Wick.
No. 2 Globe.

ALL LANTERNS FITTED WITH EXTINGUISHING DEVICE.

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS - - TORONTO, CANADA

THE KEMP MFG. & METAL CO., Ltd.
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 511 Union Bank Bldg.
New York: Rooms 1109-1111, 160 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, JULY 30, 1910 NO. 31

BUTCHERS' KNIVES

JOHN WILSONS

CELEBRATED

"PEPPERCORN AND DIAMOND"

BRAND CUTLERY.

TRADE MARK

BUTCHERS' STEELS

Canadian Agents: DORKEN BROS & CO. MONTREAL

"FLEUR DE LIS"

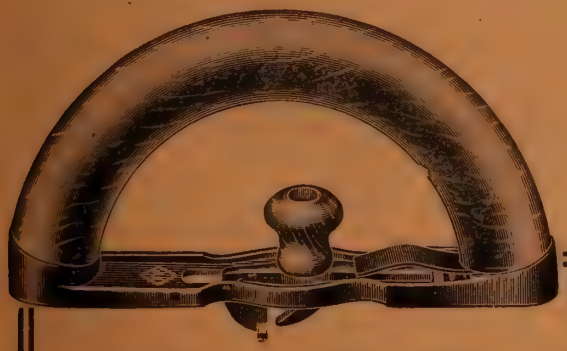
FLEUR DE LIS

Galvanized Iron

The peer of any; and better than most.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch



"MALLEABLE"
IRON HANDLE

The very best handle made for Mrs. Potts' Sad Irons is, without a doubt, our MALLEABLE IRON HANDLE.

It is an unbreakable malleable iron casting, combined with applewood, and will give your customers satisfactory and lengthy service.

Ask your jobber for Taylor-Forbes Hardware Specialties. : : : : :

Taylor-Forbes Co., Limited

HEAD OFFICE AND WORKS

Guelph - Ontario

TAYLOR-FORBES CO., Limited, 246 Craig St. West, MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travellers Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENGLAND

The Ironclad Alarm



"It Rings to Beat the Band."

IRONCLADS are p'ticularly good for *small towns* without clock repairers—for hardware dealers who know *nothing* of clock fixing—and don't want to. They are the *safest* clocks to have around, they're so *strong* and *massive* they never get in trouble.

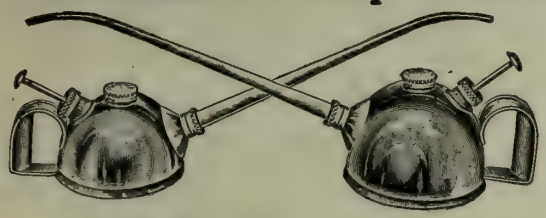
On an order for 24 clocks, we print your name and address on dials *without charge.* It's a splendid Ad that'll run day in and day out, year after year, right in your customers' *homes*, occupying *preferred positions* you could not purchase if you tried.

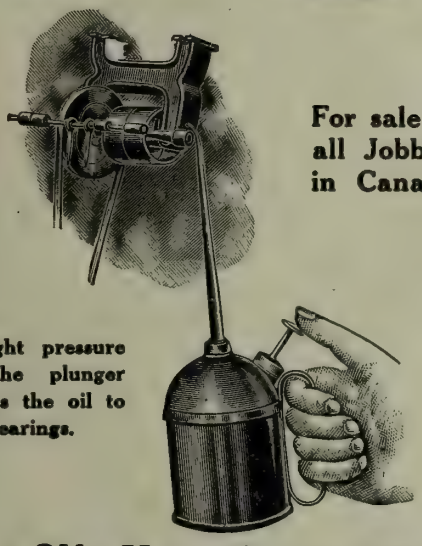
Stocked by 28 Canadian Wholesalers.

Packed 12 in a box with advertising matter. Dealers' names printed free on dials in lots of 24.
Height 5 inches Dial 2¾ inches. Weight 2½ lbs. Rings 35 seconds; can be shut off at will.

The Western Clock Mfg. Co.,
La Salle, Illinois.

Howland's Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

DON'T

let your next door competitor outdo you in the handle trade! If you will only stock

STILL'S AXE HANDLES

you will have a uniformly good line, which never fails to give satisfaction. They are just a little better than all the rest.

Send for Quotations

J. H. Still Mfg. Co., Ltd.
ST. THOMAS, ONT.

"YANKEE" Hand Drill

WITH AUTOMATIC DOUBLE RATCHET

CUT GEARS

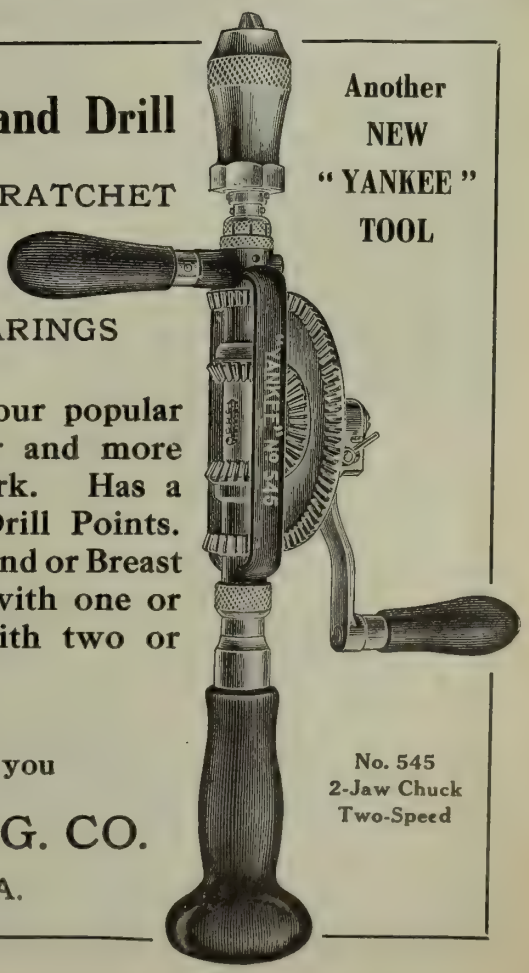
ADJUSTABLE BALL BEARINGS



No. 1545
3-Jaw
Chuck
Two-Speed

Has all the advantages of our popular No. 555, but a little smaller and more convenient for general work. Has a magazine ball handle for Drill Points. Can be used as a Hand or Breast Drill. Furnished with one or two speed and with two or three Jaw Chuck.

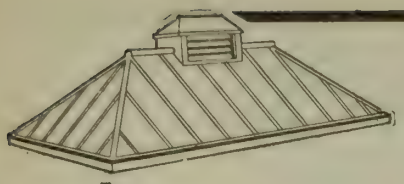
Another NEW "YANKEE" TOOL



No. 545
2-Jaw Chuck
Two-Speed

Ask your Jobber to quote you

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.





Two profitable lines for the down-to-date hardware dealer

METALLIC

Take advantage of the general evolution of building construction, of the great demand for fireproof material. Push "Metallic" Goods. Their superior quality insures permanent customers and increased profits.

CORNICES

are ARTISTIC, DURABLE and EASILY ERECTED. They are made of sheet copper or galvanized steel in designs to suit any style of building.

ANOTHER LINE WHERE "METALLIC" LEADS—

SKYLIGHTS

are practically imperishable. The frames are of hollow metal, galvanized steel or sheet copper, and when glazed with wire glass are absolutely fireproof.

It's the "Metallic" Quality and Workmanship that count.
Ample reason why it pays to handle "Metallic" Goods.
Write for new illustrated price list No. 4.

Manufacturers of "Metallic" Building Materials.

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

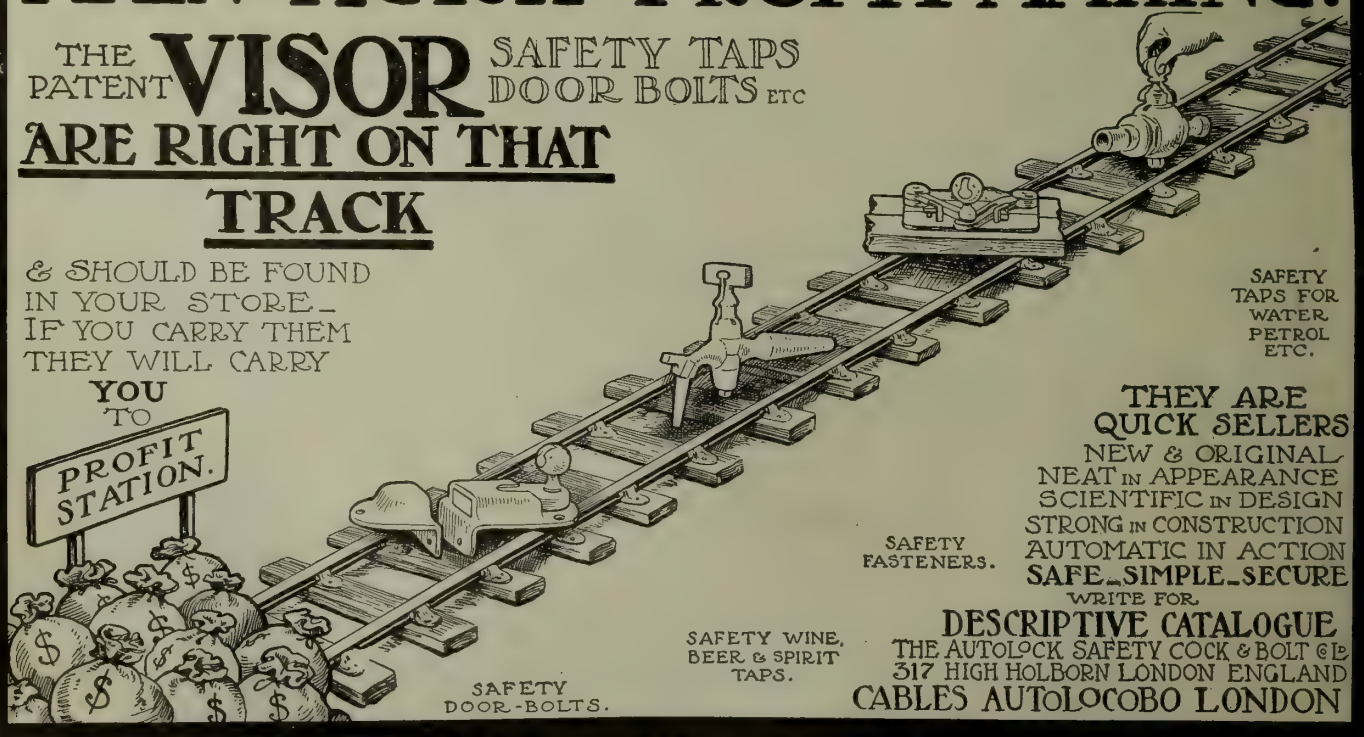
2457

YOU MUST KEEP ALONG THE MAIN TRACK TO PROFIT-MAKING.

THE PATENT **VISOR** SAFETY TAPS DOOR BOLTS ETC

ARE RIGHT ON THAT TRACK

& SHOULD BE FOUND IN YOUR STORE— IF YOU CARRY THEM THEY WILL CARRY YOU TO PROFIT STATION.



THEY ARE QUICK SELLERS
NEW & ORIGINAL
NEAT IN APPEARANCE
SCIENTIFIC IN DESIGN
STRONG IN CONSTRUCTION
AUTOMATIC IN ACTION
SAFE—SIMPLE—SECURE

WRITE FOR
DESCRIPTIVE CATALOGUE
THE AUTOLOCK SAFETY COCK & BOLT CO LD
317 HIGH HOLBORN LONDON ENGLAND
CABLES AUTOLOCOBO LONDON

Our No. 42 Sporting Goods Catalogue



Now Ready

All who do not receive same promptly, drop us a postal card. This is the most complete and up-to-date and Largest Sporting Goods Catalogue ever published by a Canadian Jobber.





Our Travellers will be with you Early in August.

LEWIS BROS., Limited

Importers and Distributors

Montreal

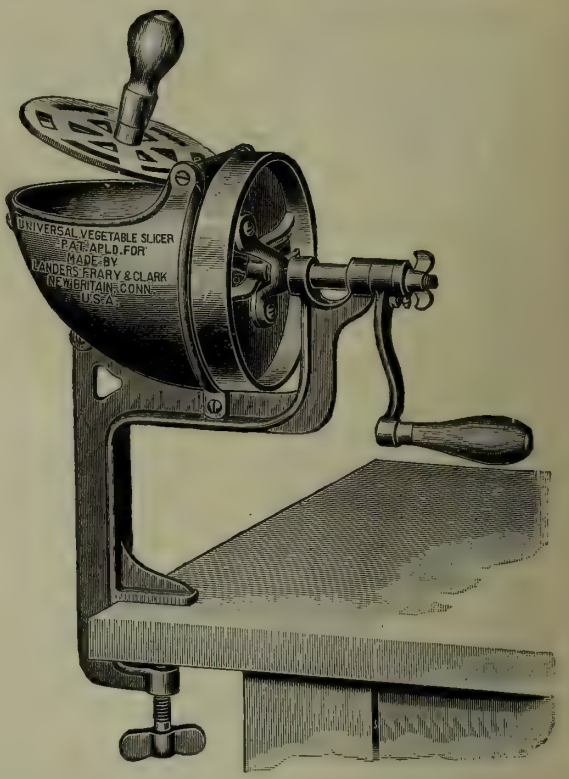
OTTAWA - TORONTO - VANCOUVER

SEASONABLE GOODS

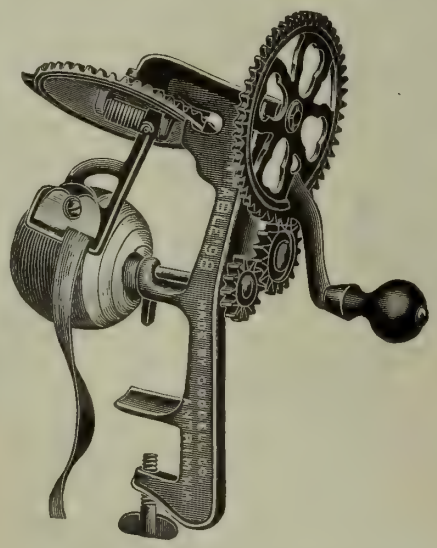
Vegetable Slicers and Apple Parers

You will soon be asked for Vegetable Slicers and Apple Parers. Are you prepared to meet the large demand you will have for this line?

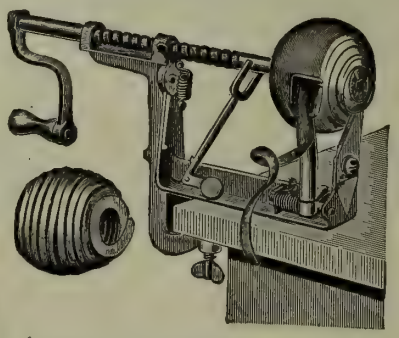
Do not lose easy sales by having your stock incomplete. We carry only the best makes on the market; let us quote you our prices.



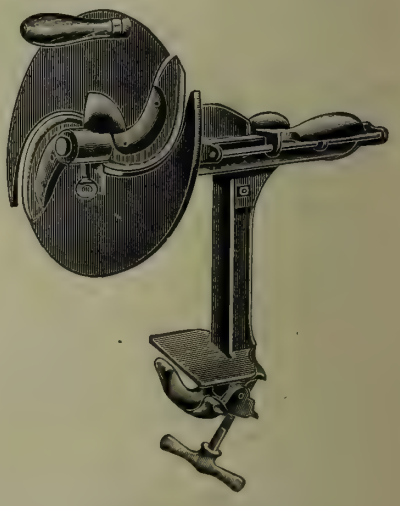
"Universal" No. 1 Vegetable Slicer



No. 98, Turn Table Apple Parer



"White Mountain" Apple Parer



"Sterling" Slicer

Order Now.

ASK OUR TRAVELLERS ABOUT THIS LINE.

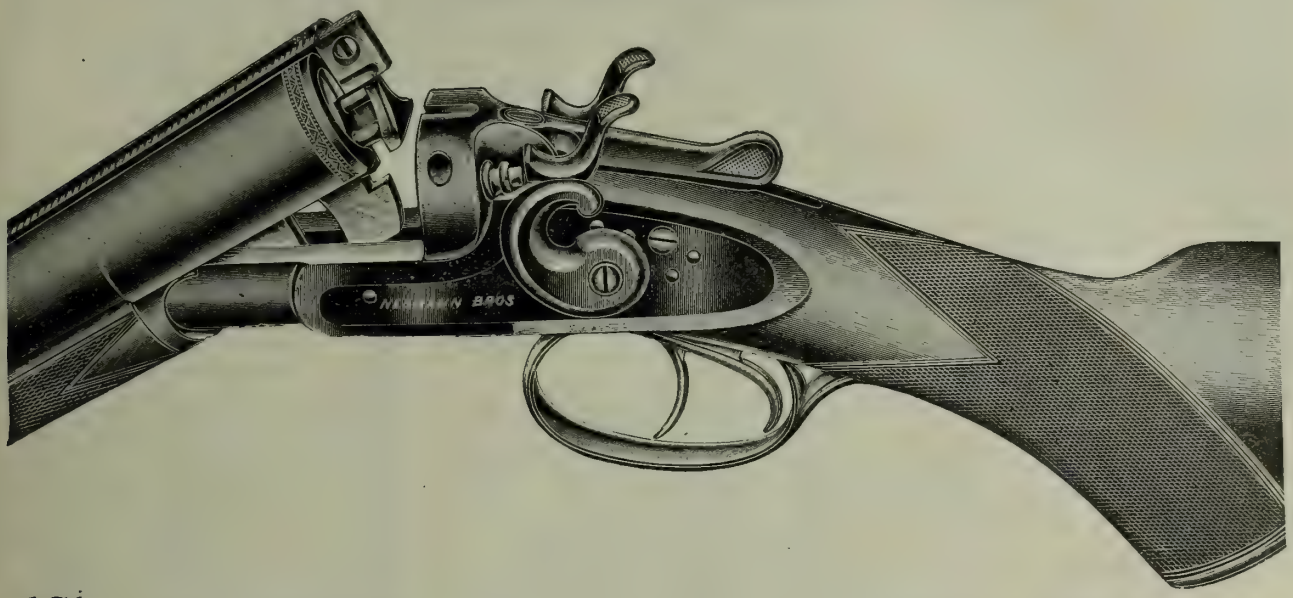
FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

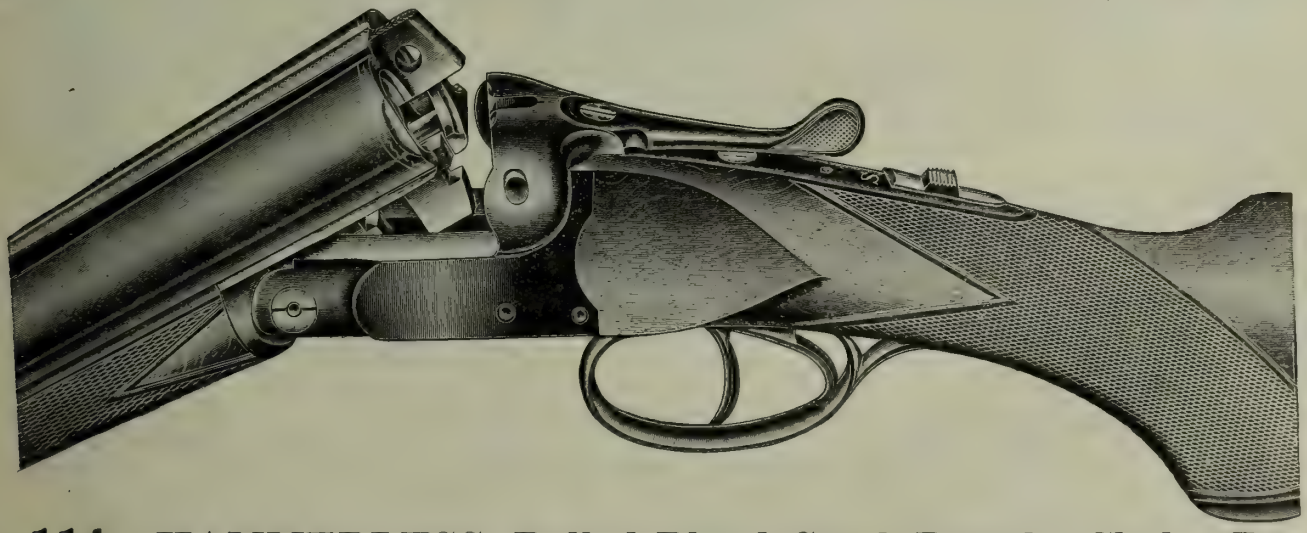
Montreal : : : : : Canada

NEUMANN GUNS

Will stand comparison with any Imported Make of Guns, and will always be selected as the Best Finished and Most Reasonable in Price.



No. 461. New Ordnance Finish Steel Barrels, Flatted Breech, Greener Cross Bolt, Left Barrel Choke Bored, Top Snap Action, Checkered Walnut Stock and Fore-end, Full Pistol Grip, Rubber Butt Plate, - - 12 and 16 Gauge, List $12.50. 10 Gauge, List $13.20

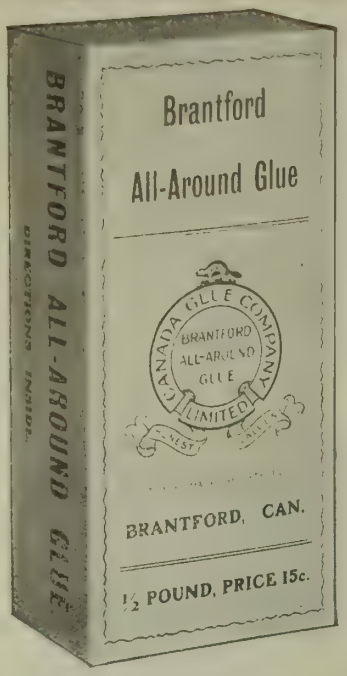


No. 114. HAMMERLESS, Rolled Blued Steel Barrels, Choke Bored, for Black Powder Shells, Case Hardened Frame, Automatic Safety, Walnut Stock, Patent Snap Fore-end, - - 12 Gauge, List $17.30

Discount to Dealers

Caverhill Learmont & Co

MONTREAL and WINNIPEG



Suggestion Leads to Sales

The Cabinet-maker, the Bookbinder, the Painter, the Carpenter needs **Glue** in his vocation—so does the householder in his **home!**

It will pay you to help them recollect their need by displaying prominently

BRANAFORD ALL-AROUND GLUE
(Granulated)

The High-grade Glue in the convenient package
Made in Canada

This method of packing glue is a new idea—an idea that makes the buying and selling of **Glue** more satisfactory both to you and your customer. It is clean, uniform, and prevents all waste.

AS FOR QUALITY—remember that the largest **Glue** manufacturing plant under the British Flag stands back of every package.

Brantford All-Around Glue is packed in one pound, one-half pound, and one-quarter pound cartons, retailing at 25c., 15c. and 10c. respectively. Ask for discount.

IF YOUR JOBBER CANNOT SUPPLY YOU—WE WILL

Canada Glue Co.
Limited
Brantford, Canada

MONTREAL 224 Lemoine St.
TORONTO 50 Front St. E

Manufacturers of Glue and Gelatine of all kinds, and for all purposes

JUST THE THING FOR THE SUMMER HOME



Neat — Compact — All Metal — Sanitary — Ventilated

In every situation where connection with a drainage system is impossible, the

DAISY
Indoor Sanitary Earth Closet

fills a long-felt want.
Being made entirely of metal, except the seat, no odours can permeate it, and it is easily set up.
A line every hardware man should push.

PRICE $10.00

LIBERAL DISCOUNT TO THE TRADE.

The Toronto Furnace and Crematory Co., Limited

72 King St. East, - Toronto

THE WHITE MOP WRINGER COMPANY



offers the **Largest Line of Mop Wringers** in the **World.** Latest improvements. Up-to-date.
Satisfaction Guaranteed
The Best Mop Wringer
Why? Because easiest to operate, wrings driest, and is the most durable on the market. Adapted to sheet iron or wooden pails. Free display rack. Liberal discounts. Write to-day for catalogue.

MADE IN CANADA
WHITE MOP WRINGER CO.
Fultonville, N.Y.
Manufacturers of Mop Wringers exclusively

This Trade Mark Insures Genuineness Originality Perfection Satisfaction

A Big Line

Three styles Barn Door Hangers.
Rolling Store Ladders.
Channel Track—the strongest made.
Also Barn Door Pulls, Barn Door Latches, and Harness Hooks.
Send for export prices and terms to agents. Everything guaranteed.

Respectfully,
S. B. MARTIN

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO.
LIMITED
GUELPH, ONT.



Phones You May Own

Many people like to have telephones of their own—that is, an instrument with which you may communicate with your neighbor, store, garage, etc., and at the same time have an article which is reliable, easy to put into operation,—in fact, one "THAT DOES THE WORK."

The Crown Telephone

Embodies all of these qualities and a little bit more—THE PRICE IS VERY REASONABLE.

Base is made of pressed steel, finished in dull black with standard Receiver and Mouthpiece; size of wall plate, 6 in. x $4\frac{3}{4}$ in. The Crown has a solid and useful appearance.

WE SELL THEM, also Dry Batteries, Annunciator Wire, Push Buttons, etc.

Let us supply you at once.

H. S. Howland, Sons & Co., Limited

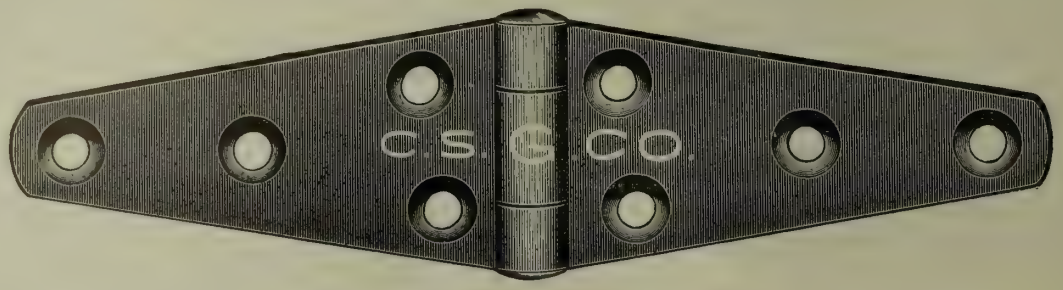
Wholesale Hardware

WE SHIP PROMPTLY — **TORONTO** — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.

"SOME CLASS"

TO HINGES LIKE THESE



A Hinge of Superior Finish and Workmanship that positively will not bind at the joint.

Sold by all Leading Wholesale Hardware Houses.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

Seasonable Goods

Water Coolers

with or without Carbon Filters



Nicely Japanned in attractive colors and ornamented.

PLATED FAUCETS

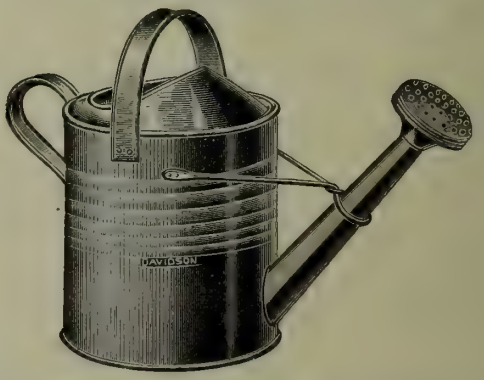
We can supply them in the following sizes:

Without Filter
Gallons: 2, 3, 4, 6, 10, 15

With Filter
Gallons: 3, 4, 6, 10

Each Cooler carefully packed in a separae case —which assures delivery in perfect condition.

Sprinklers



Japanned in Bright Green with Patent Cleanable Rose

7 Sizes. Quarts, 1, 2, 3, 6, 10, 14, 16

GALVANIZED

Very Strong and Made to Last

3 Sizes, Quarts 10, 16, 20.

Write for Prices

THE THOS. DAVIDSON MFG. CO., Limited, Montreal and Winnipeg

Disston Saws, Tools and Files



In factory or shop save time and labor on the part of employees.

A minimum amount of effort is required to keep them in a condition of thorough efficiency.

Superior material and perfect workmanship in all Disston products yield uninterrupted service to the user.

Their durability makes them ultimately the least expensive implements you can buy.

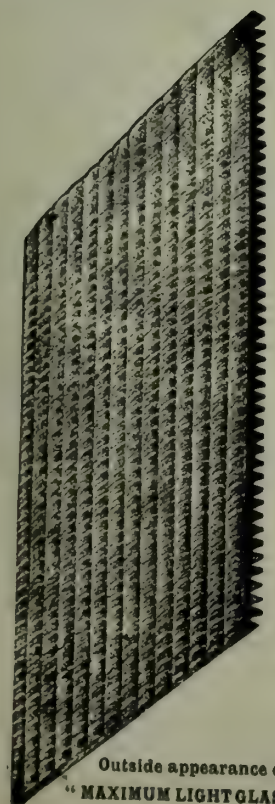
If you are unable to obtain the Disston Brand, write us and we will see that you are properly supplied.

HENRY DISSTON & SONS

Incorporated

Keystone Saw, Tool, Steel and File Works **PHILADELPHIA, PA., U.S.A.**

Canadian Works: Fraser Avenue, Toronto, Canada.



Outside appearance of "MAXIMUM LIGHT GLASS."

MAXIMUM DAYLIGHT GLASS

This glass is far superior to the ordinary flat back prism. Sample and price mailed on request. Comparison will prove its superiority over all other light producing glass. Stocks carried at all our branches.

THORNE HOLD-FAST METAL BAR

Write for special catalogue and sample.

Hobbs Manufacturing Co., Limited

Offices and Warehouses

LONDON WINNIPEG MONTREAL TORONTO

MADE IN CANADA

Sterne's Stove Putty



Bakes hard—odorless—never cracks—never crumbles—never falls out—makes tight joints, and prevents the escape of gas or ashes.

ASBESTOS FURNACE CEMENT

Bakes hard as the iron itself—strictly fireproof—perfect non-conductor.

Try a sample of either or both of the above, and be convinced of their superiority. If you are not satisfied return the goods at our expense

Drop Us a Card for Samples and Prices.

G. F. STERNE & SONS
BRANTFORD, ONT.

JAMES CARTLAND & SON LIMITED

BIRMINGHAM, England

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



VIEW OF BIRMINGHAM WORKS

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

ASK FOR

DOMINION

GALVANIZED SHEETS

Union  *Jack*

HRS&Cº

Tin and Canada Plates, Black Sheets, Hoop Iron, Bars and Terne Plates



H.R.S.&Cº

Manufacturers of this well-known Table and Pocket Cutlery, Scissors, Razors, Etc.
Cabinets of Cutlery and Pearl Goods arranged in the newest designs.
Cutlery Case Goods and Flatware carried in stock in Montreal.

HENRY ROGERS, SONS & CO., LIMITED

Established over 100 Years ***SHEFFIELD and SOUTH WALES***

Office for Canada: 6 St. Sacrament Street, Montreal

HOT WEATHER



SPECIAL IN

BATH SHOWER



No. 6368
Shower complete with Rubber Curtain

NOW is the time to sell Bath Showers.

Introduce them to your customers for their comfort and health.

You don't have to be a plumber to sell these showers. Anyone can put them in place, a screwdriver is the only tool necessary.

Made of seamless brass tubing and cast brass fittings throughout, polished and nickel plated.

Special Price, $11.50

Bath Room Supplies

The Jas. Morrison Brass Mfg. Co., Ltd.
93-97 Adelaide St. West : : : TORONTO

Dominion Wire Manufacturing Co., Limited

Montreal **Toronto**



HAY BALING WIRE

Present reports advise one of the heaviest hay crops on record. This means a strong demand for Hay Baling Wire.

We have at present a large stock of Hay Baling Wire. The quality is the very best and we can ship promptly.

also

Single loop Bale Ties cut to any length.

P.S.—TO ENSURE PROMPT SHIPMENTS, DO NOT DELAY SENDING US YOUR ORDERS

Bell Brand Horseshoes

TRADE MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers bsolute satisfaction.

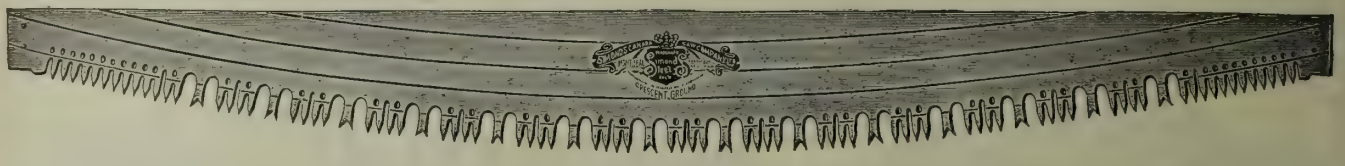
Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited -	BELLEVILLE
Toronto Bolt and Forging Company, Limited - -	SWANSEA, SUNNYSIDE
Gananoque Bolt Company, Limited - - -	GANANOQUE
Brantford Screw Company, Limited - - -	BRANTFORD

Head Office - - - - TORONTO, ONTARIO

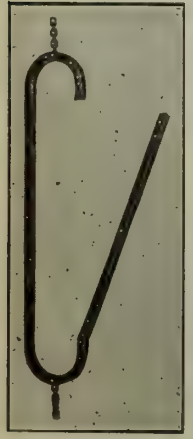
Simonds "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. **Montreal, P.Q., Vancouver, B.C., St. John, N.B.**



Beath's Stanchion Cow Tie

A MARVEL OF SIMPLICITY, STRENGTH and RELIABILITY

Excels in Every Point—Good Appearance—Absolutely Noiseless—No Springs—Sanitary
Made of High Carbon U Bar Steel—Extra Heavy
Hinge and Lock Simple, Easy working and Strong—No trappy mechanism to get out of order

Every farmer building new barns or remodelling their stables should adopt Beath's Stanchion Cow Tie. Used and endorsed by leading stock men everywhere.

There's Money in this Line for the Dealer!

Write for prices and discounts. **W. D. BEATH & SON, Limited** TORONTO Canada



Patent Pending OPEN

Patent Pending CLOSED

THE QUALITY OF A GREENER GUN IS REMEMBERED

LONG AFTER THE PRICE IS FORGOTTEN

They have been made for three generations, and some are even now in effective use after fifty years of continuous service.

GREENER SHOTGUNS have withstood in every climate in the world the maximum amount of hard wear that can be given to a weapon of this class, and are accepted as a standard wherever they become known.

The GREENER FACTORY is the largest and best equipped sporting gun factory in the world, and every operation of manufacture from the raw material to the finished gun has the personal supervision of some member of the firm.

When you buy a GREENER GUN, you know that you have the best obtainable.



The GREENER GUN, dollar for dollar, is a better asset than any other make.

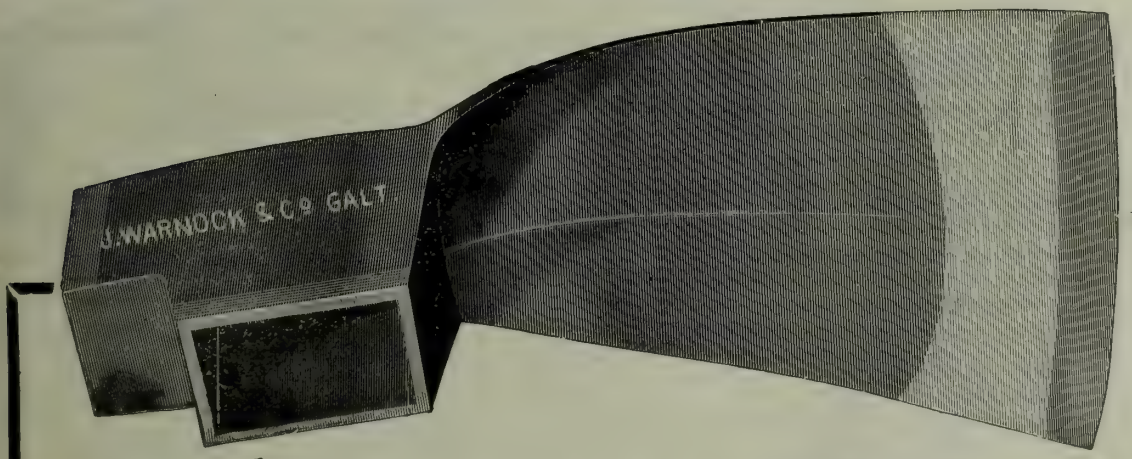
Greener's "British Empire" Gun

An all British-made Hammerless Gun, Greener Patent Cocking Mechanism, simple and strong, easiest to open and close, fitted with Greener's Celebrated Treble Wedge Fast Cross Bolt, Choked on Greener's "Cup Winning" System. Half Pistol Hand Stock, delivered free Montreal **$63.00**

Send for new 48-pp. Catalogue, Post Free.

W. W. GREENER,

63 and 65 Beaver Hall Hill, MONTREAL
44 Cortlandt Street, NEW YORK, U.S.A.
Works: LONDON and BIRMINGHAM





ALLAN HILLS SHEFFIELD STEEL ADZES

are of the quality that makes pleased customers. Warranted flawless in quality, shape and finish. Sold by all jobbers.

Allan Hills Edge Tool Co., Ltd.
Galt, - - - - - Ontario



Superior Jewel Furnaces

PORTABLE OR BRICK SET

No. 200 SERIES

Steel Combustion Dome and Reverse Draft Pipe. Heating capacity from 12,000 to 15,000 cubic feet.

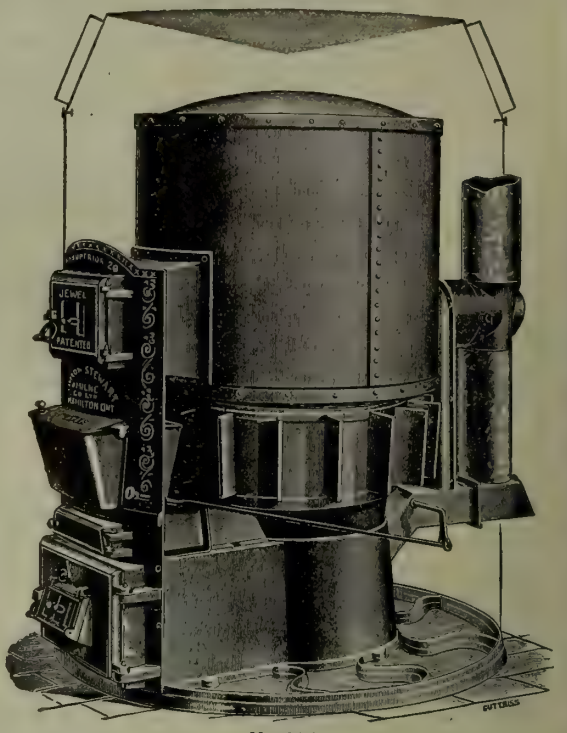
IMPORTANT FEATURES—Heavy Base Ring; Large, Deep Ash Pit; Large Ash-Pit Door; Revolving Sectional Grate; Sectional Flanged Fire Pot; Large Double Feed Doors; Heavy Steel Dome with Cast Iron Top; Special Damper and Dust Box to carry off dust.

We manufacture different styles of furnaces for all purposes.

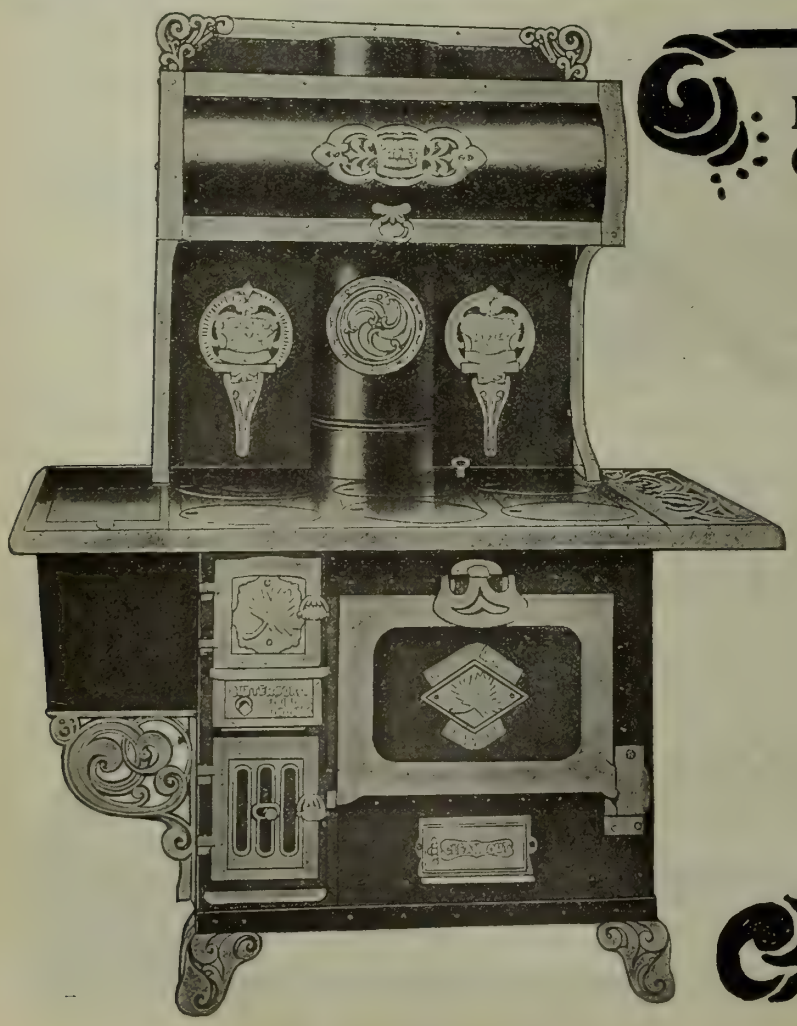
The

Burrow, Stewart & Milne Co.
LIMITED

HAMILTON - ONTARIO



No. 230



Distinctly Superior Construction

assures successful business to the man who is handling

"Maple Leaf Diamond"
PLANISHED STEEL RANGES
(FOR ANY FUEL)

The body of this splendid range is made of the best planished steel of heavy gauge, interlined with asbestos and steel, making a three-ply wall --undoubtedly the most lasting construction known. Large square oven, 18 inches by 18 inches, is an excellent size and meets the requirements of modern homes. The fire travels completely around all sides of the oven; the top is lined with asbestos and covered with steel, making it the best balanced baking oven made in any range in Canada. This range is also made without reservoir and can be fitted with waterfront if required.

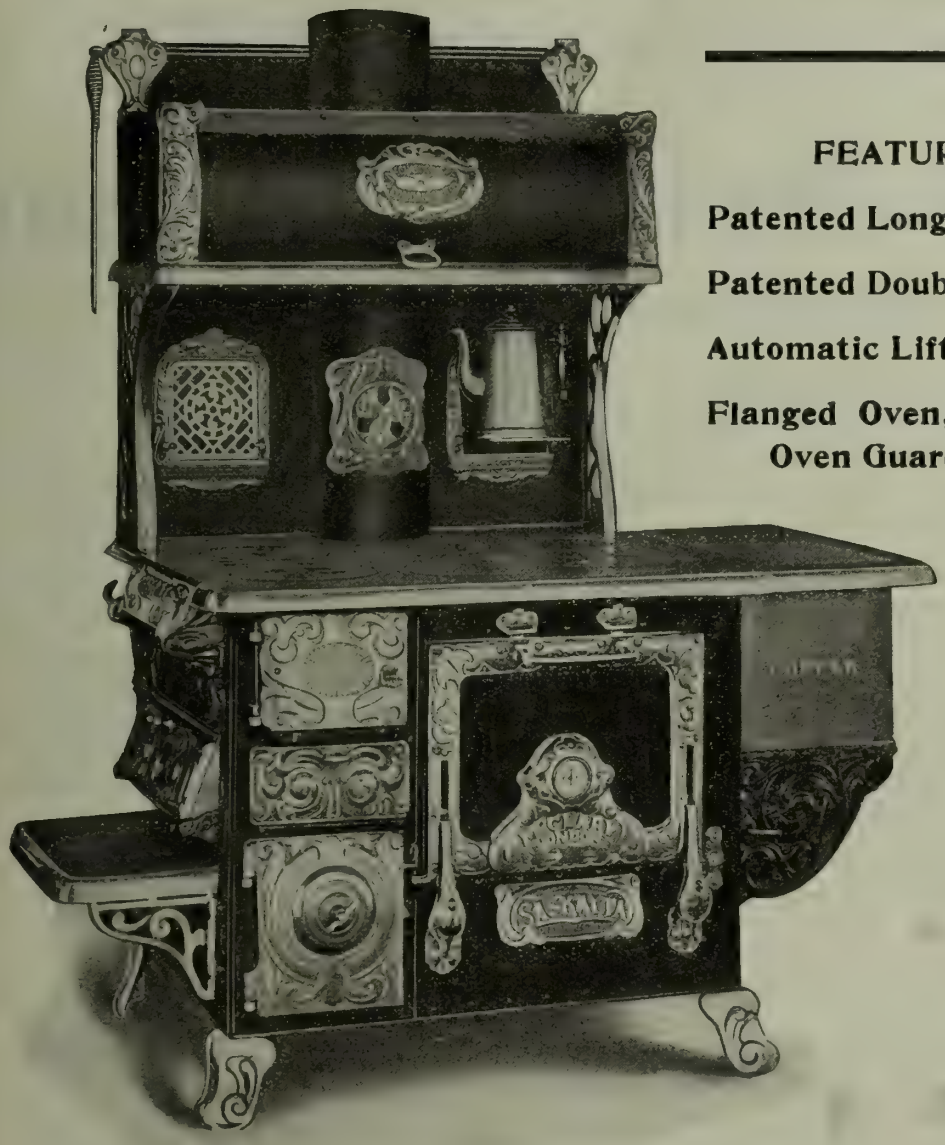
ELEVEN OTHER FEATURES
that make it the best range on the market.

Write for complete catalogue and discounts.

Butterworth Foundry
Limited
OTTAWA, CANADA

The Saskalta Steel Range

Needs No Introduction



Style with Reservoir and High Closet.

FEATURES SUCH AS:

Patented Long Duplex Grates,

Patented Double Duplex Grates,

Automatic Lift Top Broiler Door,

Flanged Oven, Aluminum Wall and Oven Guard,

Special Air Blast Lining,

Division Plate for half fire in summer.

Patent Direct Draft Damper,

Detachable Reservoir,

Etc.,

ARE FEATURES TO BE CONSIDERED.

It is features like these that make a range valuable and different from others. These are all special McClary features and are patented. You can only secure them by handling the Saskalta.

McClary's

London **Toronto** **Vancouver** **St. John, N.B.**
Montreal **Winnipeg** **Hamilton** **Calgary** **Saskatoon**

C. Q. D.

Sometimes repairs look like the bugbear of the whole stove business—but that's when they're not Gurney-Oxford stoves.

With the Gurney Oxford line you've got the best of it even on repairs.

And I'll tell you why—

Gurney Oxford Ranges

are made with Standardized Parts.

For instance, take our "Chancellor"—grate, linings, fire box, ash door, high closet, all are interchangeable, will fit a 16, 18 or 20 inch range.

If a man comes in and says "I want a new grate for my Chancellor," pick it up and hand it to him and he goes away happy. No matter whether it's 16 or 20 inch. All you want to know is that it's a "Chancellor."

Contrast that with the system of supplying repairs for the ordinary range—the range that has no standardized parts.

Nine out of every ten people who come in for repairs come without their stove number—didn't know they had to have it. Then when they do get it and the part comes in, maybe it's the right number but the wrong size, and by the time you finally get it fixed up right the owner has been three or four weeks putting up with the inconvenience of a range out of order, and you have been nagged all the time for not getting it fixed sooner.

With three or four different lines of stoves you can't be expected to carry repairs in stock, a different set for each number and each size, so there's no help for it.

Now look at the contrast with OUR LINE—

Suppose you carry the complete Gurney-Oxford line—and no other. All vital repair parts are standardized, or interchangeable.

All you have to do is carry a couple of sets in stock. When your customer comes in he doesn't have to wait fifteen minutes for the part he wants. Takes it home, puts it on his range, his troubles are over and you've got a mighty friend who will spread the good news of your prompt businesslike methods.

Which plan is worth the most to you in dollars and cents? Which plan does the best advertising for YOUR business? Which plan pleases YOUR customers best?

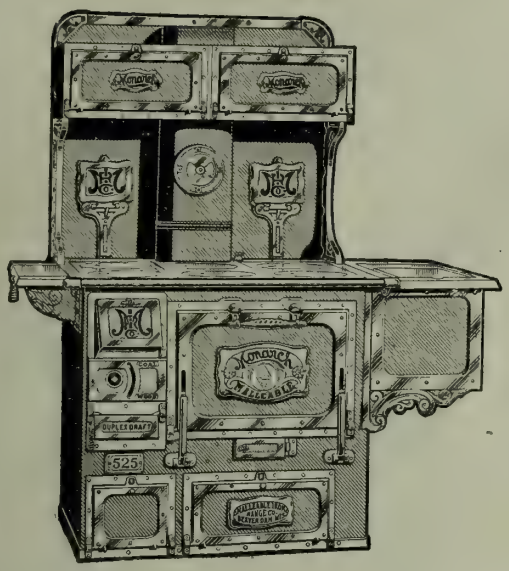
WHICH PLAN ARE YOU GOING TO FOLLOW?

The Gurney Foundry Co., Limited

Toronto, Hamilton, Montreal, Winnipeg, Calgary, Vancouver

Monarch MALLEABLE

The "Stay Satisfactory" Range



The Ranges we sold ten years ago are our greatest assets to-day.

When you sell MONARCH Ranges you are building future business. The ranges we sold years and years ago are standing advertisements for us to-day – they are still giving an excellent service.

It's the *Malleable Iron* frames and *riveted* joints that we have to thank. Instead of getting leaky flues and consuming more fuel as the range grows in age, the riveted joints *stay tight.*

We build MONARCH Ranges of Malleable Iron because it is *stronger, tougher* and has more resistance to the action of heat than common cast iron.

That's why the MONARCH gives an economical service – that's why it *stays satisfactory.* The moral of this is that the stay satisfactory element in the MONARCH would become as great an asset to your range business as it is to ours.

We'll show you how to start a good range trade in your territory. This is a part of "OUR PLAN"—the same selling help that's directly responsible for the splendid success of MONARCH Ranges here in the States.

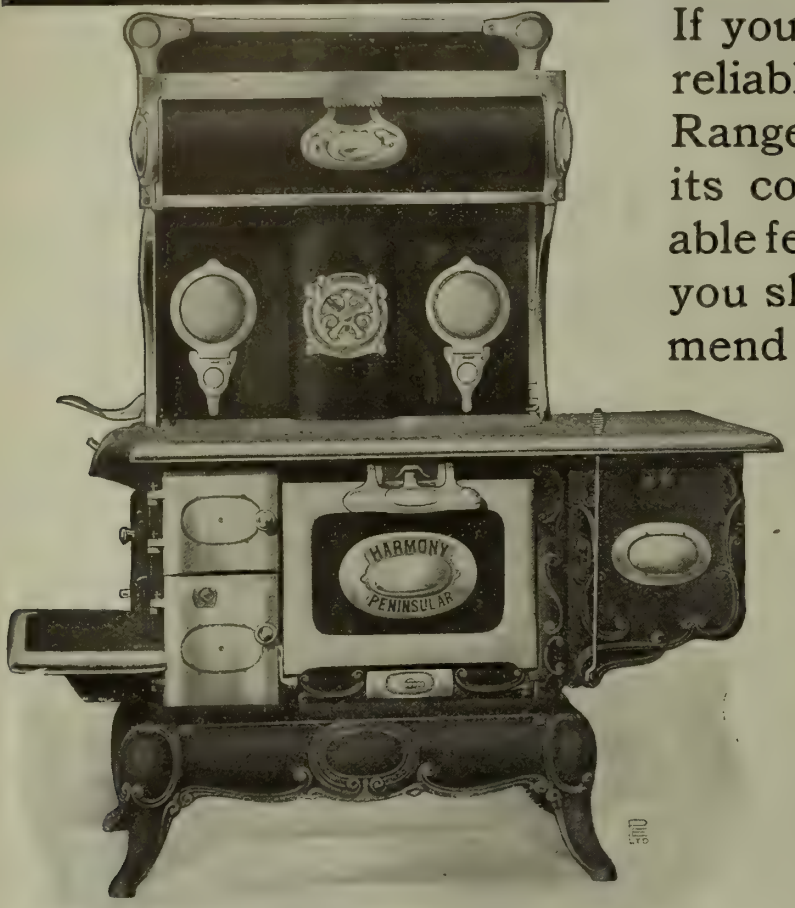
"OUR PLAN" is an assistance that actually *makes sales.* It is even so good that it is imitated, but as usual you'll find the original far ahead of its followers.

We are making prompt shipments from warehouse stock at Winnipeg. Write us for prices f.o.b. that point. Get a copy of our plan of assistance—we'll send our catalog also if you ask for it.

MALLEABLE IRON RANGE CO.

Beaver Dam, Wisconsin

An Up-to-date, Reliable Range!



If you are looking for a really reliable, high-grade Cast Iron Range, which embodies in its construction every desirable feature of the Steel range, you should stock and recommend the

HARMONY PENINSULAR RANGE

It is a very attractive and well-made range, handsome in the simplicity of its decoration.

Is proving a very rapid and remunerative seller. A special feature is the oven, which is very large, larger in fact, than in any other similar range. Can be provided with Special Low Steel Closet if desired.

Get a copy of our illustrated catalogue. It fully describes our extensive line of Stoves, Furnaces and Ranges.

Clare Bros. & Company, Limited

PRESTON, ONT., WINNIPEG, MAN.

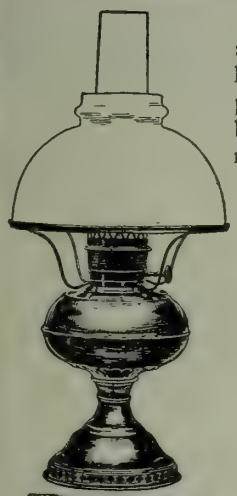
AGENTS:

CLARE & BROKEST, Limited Winnipeg and Calgary	J. M. KAINS & CO. Vancouver
RACE & HUNT Edmonton	MECHANICS' SUPPLY CO. Quebec

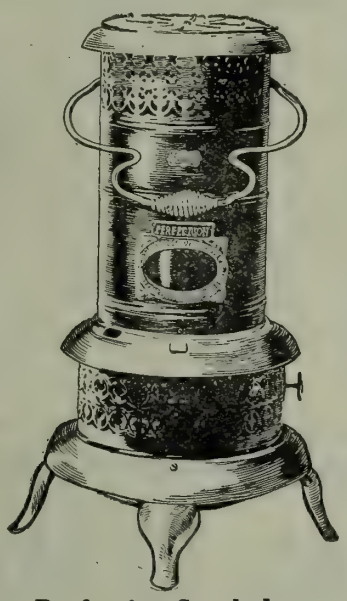
The Most Extensively Advertised Oil Consuming Devices on the Market

They are the best that inventive ingenuity and manufacturing skill can produce. No time or expense has been spared in embodying in them every possible improvement.

THEY ATTRACT TRADE THEY SELL THEMSELVES



The Rayo Lamp is a well-constructed, handsome, center-draft lamp of unusual light-producing power. Made of brass and beautifully nickeled. An ornament anywhere.



Perfection Smokeless Oil Heater

The Perfection Smokeless Oil Heater is acknowledged to be the only oil heater that really is perfection. It is an easy seller. Does all that is claimed for it and always satisfies the purchaser.



New Perfection
WICK BLUE FLAME
Oil Cook-stove

TheNew Perfection Wick Blue Flame Oil Cook Stove is the best device for cooking that is made. Smokeless, odorless, convenient, attractive.

You do not have to hammer at your customers in order to induce them to buy. Our long and extensive advertising campaign has caused the New Perfection Wick Blue Flame Oil Cook Stove, the Perfection Oil Heater and the Rayo Lamp to be recognized as standard fixtures of the well-appointed home.

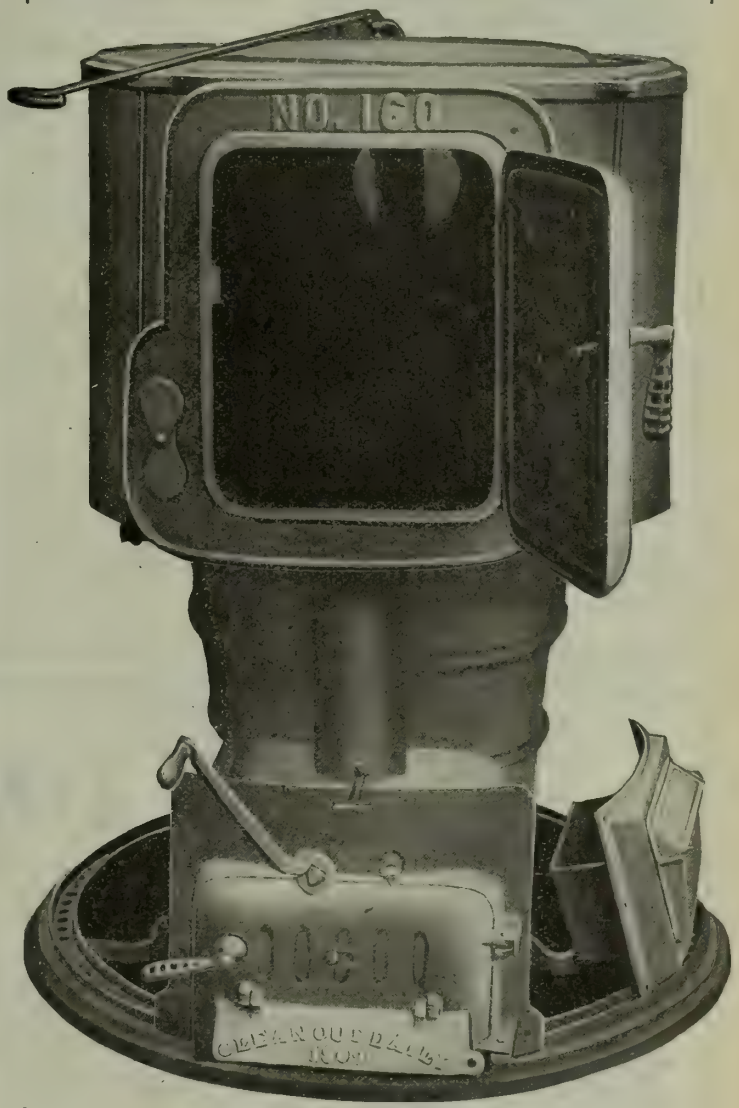
If your jobber does not handle these goods, write for descriptive circulars and prices to

The
Queen City Oil Company, Ltd.
TORONTO

The Empire King No. 160

Has all the latest improvements found on our more expensive Furnace, at a lower price

Has Large Feed Door, Sectional Fire Pot, Large Radiator, Triangular Crate Bars (each pair operated separately), Suitable for 4, 5 and 6 Roomed Houses.



Without Casing

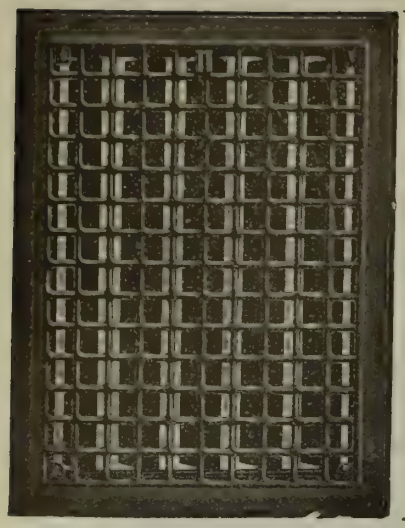
Direct Draft Damper, Dust Damper, Large Water Pan. Every one guaranteed. Prices moderate.

Write us direct or any of our Agencies

The Christie Bros. Co., Ltd., 802 College St., Toronto
The Christie Bros. Co., Ltd., Cor. Park and Henry Sts., Winnipeg
M. C. Drew & Son, Vancouver, B.C.

Write for prices to-day

MADE BY
The Canadian Heating and Ventilating Co., Limited
OWEN SOUND, : ONTARIO



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed. Non-breakable. Largest Air Space. Low Prices.

Get our Catalogue.

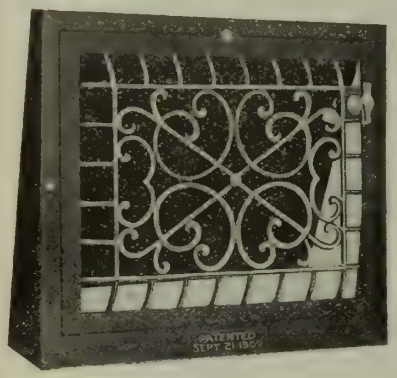
The HART & COOLEY CO.

Factories:
NEW BRITAIN, CONN.

Selling Agents:
GURNEY FOUNDRY CO.

Montreal, Toronto, Winnipeg, Vancouver and Calgary





"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

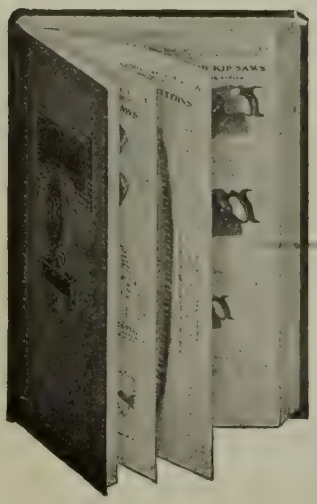
A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario

THE NEW ATKINS CATALOG

NOW READY



You should have this new book on Saws. It contains the very latest information, lists and description, covering Saws, for all purposes.

Send for It To-day

Drop a postal to the address below and we will send the book free of charge. Whether you buy Atkins Sterling. Saws or not, you should have the book on your desk Write for it now before you forget it.

E. C. ATKINS & CO., Hamilton, Ontario

United States Factory, Indianapolis, Ind.



The Moorish Sidewall Register

The Bull's Eye of Perfection

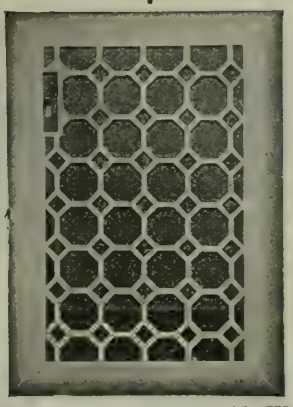
REGISTERS, FACES BORDERS

"Made in Canada" Our new plant is in full working order making all known sizes, shapes and finishes

Prices Rock Bottom

The Canadian Ferrosteel Company

Bridgeburg - - - Ontario



The New Convex Reversible Wafer

A Quick Seller Giving Perfect Satisfaction

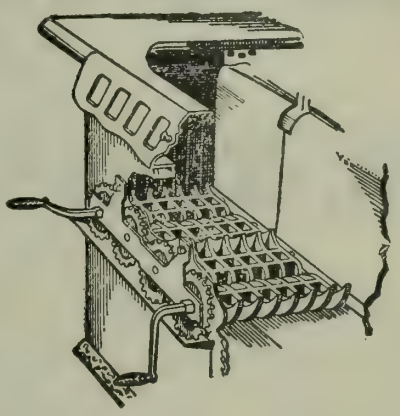
Every dealer who has handled it—and no dealer has ever quit handling it who once commenced to do so—will agree that this is an absolutely true description of the

"Champion Range"

The Champion Grate, with the cross-wise, non-warping bars, gives the "Champion" Range a selling point that is irresistibly attractive to the range buyer. This grate operates in two sections and gives better combustion than any other grate made because it is more open and more easily shaken and cleaned.

Get the full particulars. Write for the Catalog.

D. J. Barker & Co., . - - Picton, Ontario



Prices Right

GREENING

GREENING

ABSOLUTE SAFETY

is what your customers are obtaining when they purchase

Greening's Wire Rope

for Elevator, Haulage or other strenuous use.

All wire used in Greening ropes is subjected to a complete set of the severest tests before being made into rope, and it may be relied upon absolutely.

We are makers of special Alligator Ropes, Saw Carriage Ropes, Smoke Stack Stays, Standard and Lang's Patent Lay.

Help your customer to increase the life of his rope by selling him Greening's Rope Grease and Rope Fittings.

Our catalogue is full of points of interest. Study it.

The B. GREENING WIRE CO., Ltd.

Hamilton, Ont. Montreal, Que.

METALS
Iron and Steel

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

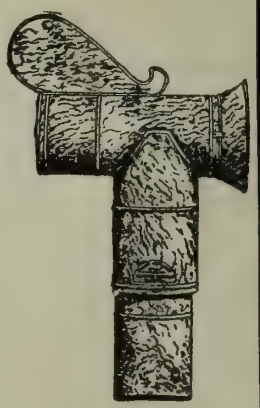
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



OBLAT FATHERS
107 Visitation Street

Montreal, December 7th, 1905

J. W. HARRIS Mfg Co., Ltd.,
Montreal.

Gentlemen:—
In answer to your letter of 30th ult., I am glad to give my testimonial in favor of the "J. W. Harris Rotary Ventilators," which have always given us great satisfaction.

Yours truly,
G. E. VILLENEUVE, O.M.I.,
Procurator.

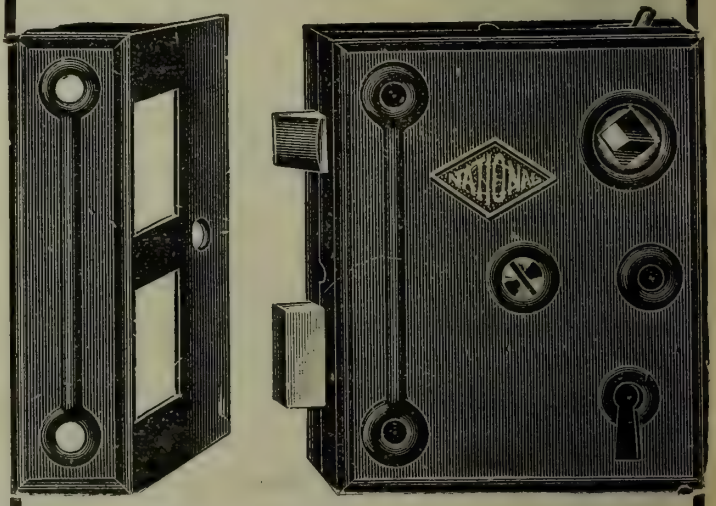
Made by

The J. W. Harris Mfg. Co., Ltd.
CONTRACTORS
Montreal

YOU CAN HANDLE NO ARTICLE

which will do more to strengthen your hold upon the Builders' Hardware Trade than the

National Steel Rim Lock



Ask Your Jobber for This Brand

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA

When you get a maker's brand, you know who is behind the goods, but when you get a private brand it's different.

GILBERTSON'S

COMET

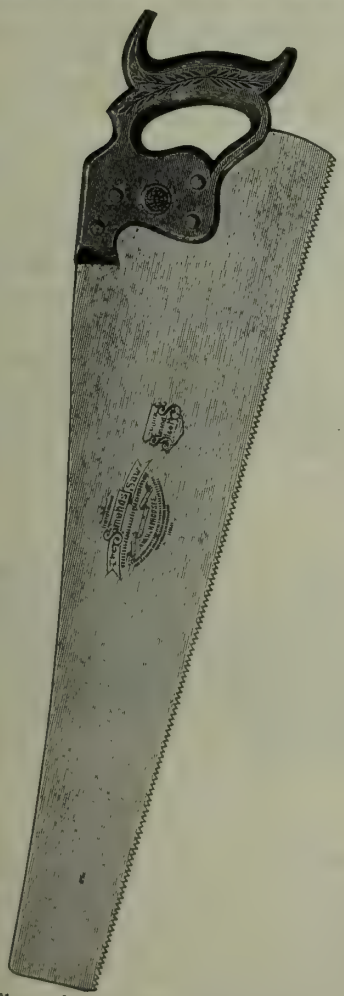
is the maker's brand, and every sheet is guaranteed.

Sole Canadian Sales Agent:

ALEXANDER GIBB,

13 St. John St. MONTREAL

SIMONDS



There is no saw made that has a more complete guarantee of quality than the SIMONDS. Every Dealer and Jobber should have our Catalogue and discounts.

Simonds Mfg. Co.

FITCHBURG, - MASS.

Branches throughout the United States and Canada.



NEW IDEA IN SHOVELS

THE SPLIT HANDLE

Advantages over old style:

1. GREATER STRENGTH
2. LESS WEIGHT
3. MORE ROOM FOR THE HAND

The handle is split at the top to form a D, and is made wider than the ordinary D handle, giving more room for the hand.

The hand piece is rabbited into the side pieces and held together by a rivet passing through them. The rivet at the bottom of the D prevents the handle from splitting downwards.

When ordering, specify Split D handles, as we furnish them on all shovels, spades, etc., without extra cost.

The D. F. Jones Mfg. Co., Limited, - Gananoque, Ontario



Ornamental Iron Vases, Wire and Iron Chairs and Settees

FOR LAWNS AND CEMETERIES

We make a variety of styles and sizes.

Send for our new booklet of Lawn and Cemetery Furniture, Wire and Iron Fencing, Garden Borders, Wire Trellises, Etc.

Dennis Wire & Iron Works Co., Ltd.

LONDON, ONTARIO

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

SEYMOUR SHEARS

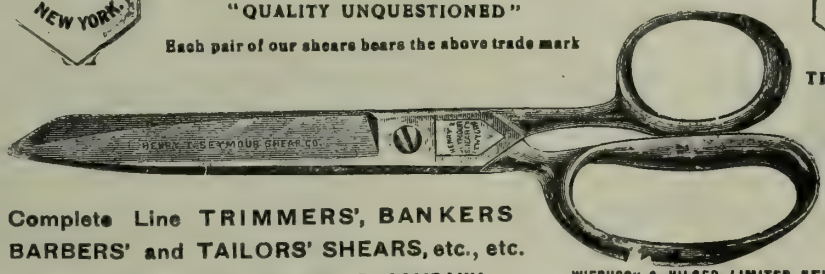
HENRY T. SEYMOUR SHEAR CO. NEW YORK.

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

TRADE MARK

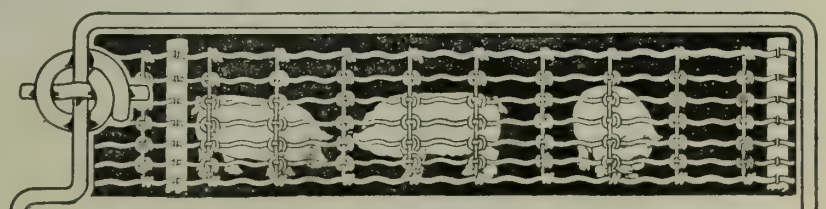


Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents



PEERLESS A GOOD SELLER

PEERLESS Fence is so good and so satisfactory that customers come back—for other goods.

That's the secret of success, Mr. Dealer, selling goods that create more trade and good will. PEERLESS Fence does it.

THE BANWELL-HOXIE WIRE FENCE CO., Hamilton, Ontario, Winnipeg, Manitoba

---



The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BUILDERS' SUPPLIES.

Bell Phone 3033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.

Board of Trade Building

39 St. Paul St., - QUEBEC

CLIPPERS.

PRIEST'S CLIPPERS



THAT'S SUFFICIENT.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

FILTERS.

Anti-Splash Tap Filters

The "Galvo" Filter and Water Steriliser
"Perfection" Fire Extinguishers

There's good money in them for hardware dealers.

Write for Prices.

The Anti-Splash Filter Co.

OWEN SOUND - - ONTARIO

FLOOR SPRINGS.

The Best Door Closer is

Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS

Hospital St. - - - - - Birmingham

GLASS CUTTERS.



Barrett's Standard Glass Cutters

in 22 different styles.

Order from your jobber or write direct.

W. L. Barrett, Mfr., Bristol, Conn.

HORSE COVERS.

Birkmyre's Waterproof Horse Covers

SOLE MANUFACTURERS

The Gourock Ropework Export Co,, Limited
(of Scotland)

Montreal 28-30 St. Peter St.
Winnipeg; 132-134 Portage Ave, East

MALLEABLE IRON.

Malleable Iron Castings

Carriage and Agricultural Castings, Axle Nuts, etc., etc.

Manufactured by

P. KYLE, Merrickville, Ontario

Catalogue furnished on application

MANUFACTURERS' AGENTS.

CLARE, LITTLE & CO.

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY

SASKATOON, WESTERN CANADA

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

THOS. SONNE, SR.

Manufacturer o

Awnings, Tents, Sails, and Flags of all Nations, Waggon Covers, Horse Covers, Inside Spring Roller Shades, Coal Bags, all kinds of Tents on Hire, Tarpaulins and Oil-Skin Clothing, Hoist Ropes fitted up at shortest notice.

193 Commissioners Street

Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

J. M. KAINS & CO.

MANUFACTURERS' AGENT

88 Pender Street W., VANCOUVER, B.C.

Open to represent a first-class Hardware Specialty. Highest References.

MANUFACTURERS' AGENTS.

T. W. HEMPHILL & CO.

Manufacturers' Agents

Building Supplies and Building Hardware

831 Powell St. VANCOUVER, B.C.

Correspondence Solicited. Highest References

We have competent Salesmen.
Best Facilities for Distributing and Storing

M. B. ANTHONY & CO.

MANUFACTURERS' AGENTS

503 Mercantile Bldg. VANCOUVER, B.C.

Correspondence solicited.

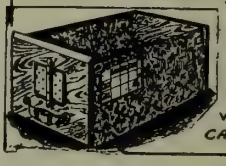
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

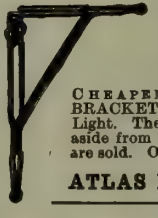
BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL Toronto

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO., NEW HAVEN

HORSE POKES.



James & Reid's

Patent Surprise
HORSE POKES

give the best satisfaction.

Ask your Jobber, or write

JAMES & REID
Perth, Ontario

SNAPS.

COVERT MFG. CO., TROY, N. Y.



No. 70 Polo
The Steel Spring Snap that has a "snap."

No. 400 King
The Snap without a peer.

SOLDER

METALS

We are Manufacturers. Large Stock. Prices Right.
We will be pleased to quote you.
Our New Phone No. Main 7930
THE CANADA METAL CO., LIMITED
TORONTO, ONT.

SPRAYERS



HEADQUARTERS FOR SPRAYERS

We make Sprayers for all purposes, such as flowers, fruit vegetables, disinfectants.
SEND FOR CATALOGUE AND PRICE LIST
COLLINS MFG. CO. TORONTO.

STRAPPING HOOP IRON.

J. N. WARMINTON
207 St. James St., Montreal
Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.

TOOLS.



ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shapes. 7 sizes each. Write for Catalog



Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.S.A

VENTILATORS.

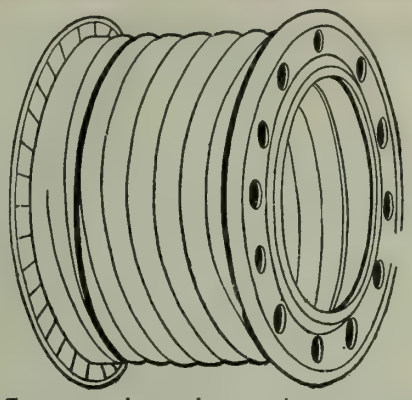


Ventilators and Chimney Cowls
My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

Buy your
WIRE GOODS
from
CANADIAN SALES & MFG. CO.
Office: 250 Lemoine Street
MONTREAL

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

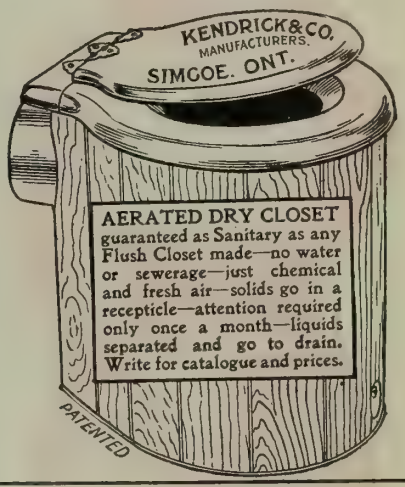
For sale by Jobbers or by the Manufacturers

THOMPSON & GUNN

Manufacturers of the famous "ALASKA" and "BONANZA" Steel Ranges, can now supply the Alberta and British Columbia trade from their Vancouver stock.

These ranges are made in six different styles and have every modern improvement. They give satisfaction to the customer and are profitable to the dealer.

Write for catalogue to our office at
937 Westminster Avenue
VANCOUVER, B. C.



Sharratt & Newth's Glaziers' Diamonds

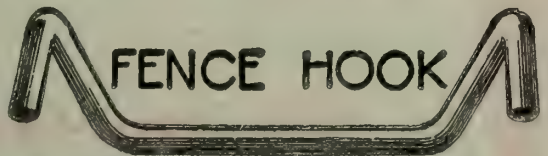
are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and ail Co., Limited, - London, Ont.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS
Works: Don Speedway, also Victoria St., - - - TORONTO

The

ARNOLD ELECTRIC CLEANER



The New Suction Method of Sweeping and Cleaning. Now used to sweep, clean and keep sanitary all the best homes, business houses, offices, hotels, schools, churches, halls, etc.

THE PRICE of this new invention is so low that it is now placed within the means of everyone. It costs about ½ cent. per hour to operate. Takes less than half the time. Prevents damage by dust. Thoroughly renovates everything by absorbing all the dust, dirt and germs on floors or fabrics; special appliance for hardwood and tile floors.

Cleaning Problem Solved

Other vacuum cleaners depend entirely on a suction which requires either an unwieldy portable machine or cumbersome stationary equipment. They are very expensive. The Arnold operates a brush in connection with strong, steady suction, enabling the entire machine to be made small, neat and strictly portable, and sold at the reasonable price of $45.00. No other vacuum cleaner does any better work. We can prove it. The Arnold gets all the dirt every time and is sold with a guarantee that brings orders.

Make House-Cleaning Unnecessary

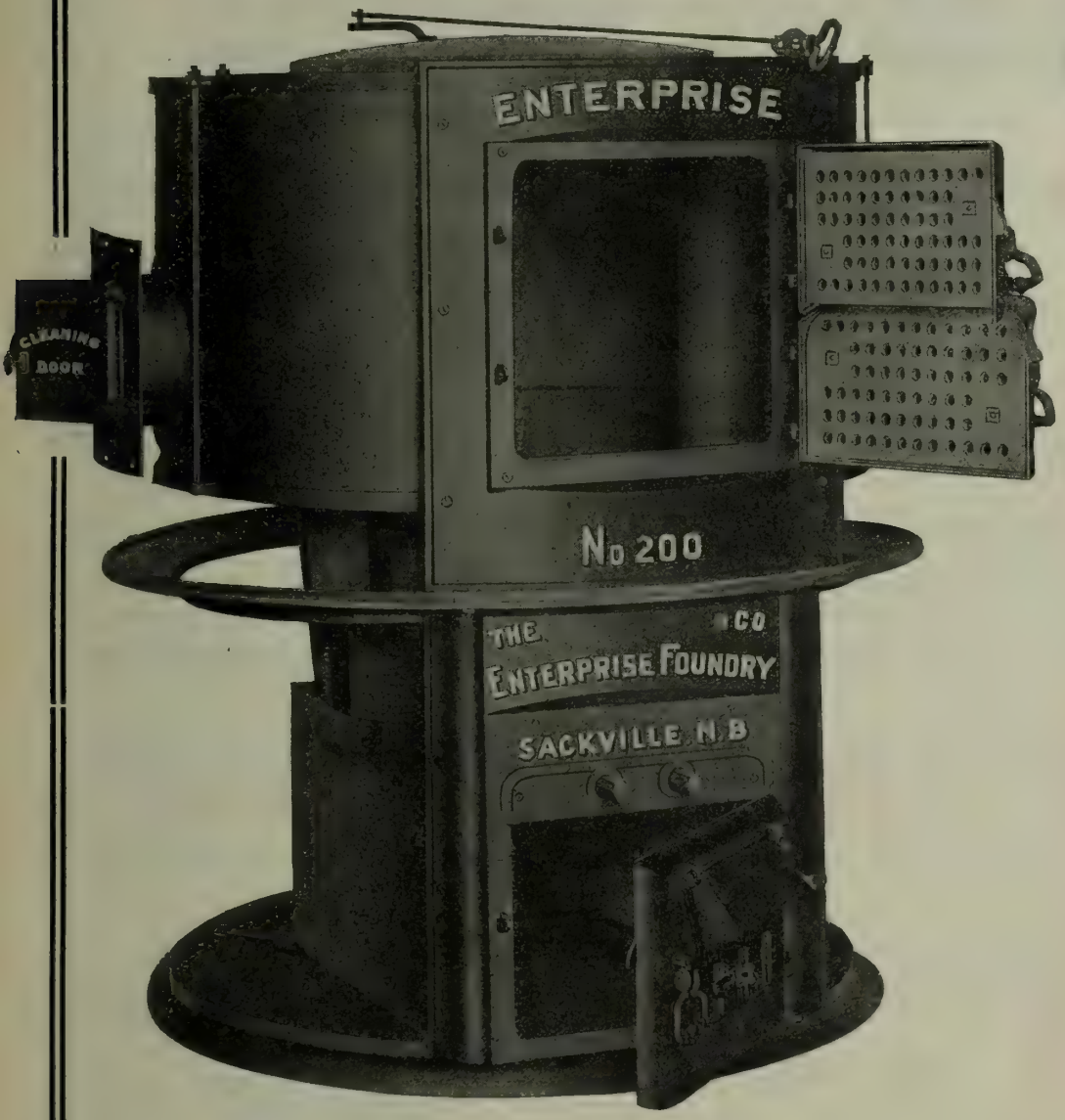
Agents Wanted

Arnold Electric Co. of Canada

72 St. Matthew St.
MONTREAL

A Common-Sense Furnace

"THE BEST we have ever seen" was the remark most frequently made by expert furnace men after a careful examination of the



Enterprise Blazer

during the demonstration trip this year that covered Canada from Halifax to Vancouver.

There must be a reason for this, else it could not have made so strong an impression on the minds of men who know and who do not express an opinion till they are sure of their ground.

It would take too long to tell you why the BLAZER is so good, but we will be glad to send you our fully illustrated circular describing it in detail. This explains and illustrates the **Patent Fire Pot** and other special features.

It will pay you to get this circular and look it over with care.

The Enterprise Foundry Co., Ltd.

MANUFACTURERS : : SACKVILLE, N.B.

Distributors of Enterprise Stoves, Ranges and Furnaces:

FRED J. C. COX & CO.
Winnipeg
Calgary
Edmonton

W. T. McARTHUR & CO.
Vancouver

ENTERPRISE HARDWARE CO.
Saskatoon

STEWART & CO.
Toronto

Dominion Shells shoot hard and kill.

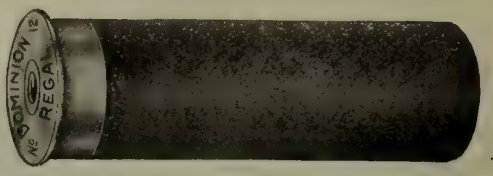
Dominion Shells won at the Canadian-Indian Tournament.

High Amateur Average won with



Sovereign-Empire.

Second High Professional Average won with

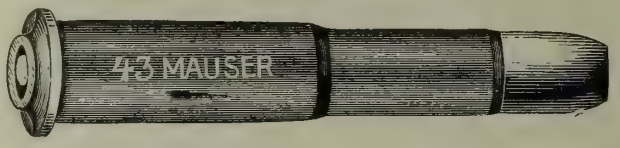


Regal-Ballistite.

Watch the scores made with Dominion Shells.

The Jobber has a complete line of "DOMINION AMMUNITION" in stock because of the large demand.

The Wholesaler can get his "DOMINION" goods from the Factory in a week, and his stock is always resh.



DOMINION CARTRIDGE CO. Ltd.

Ammunition Manufacturers Montreal, Canada

"DOMINION AMMUNITION" is made in all salable calibers from BB caps to the largest sporting sizes

"DOMINION AMMUNITION" is equally reliable in all standard makes of Rifles, Pistols and Revolvers.

Dominion Shells shoot hard and kill.

Dominion Shells shoot hard and kill.

Dominion Shells shoot hard and kill.

Kemp's Soup or Jelly Strainers

WITH TINNED WIRE BOTTOMS



PRICES ON APPLICATION



With Round Sauce Pan Handles

No. 1, Plain. No. 1½, Retinned, with feet.

Case lots, Nos. 1, 1½, and 4 - 12doz.

With Side Handles

No. 4, Retinned, with feet. No. 5, Retinned, with feet.

No. 5, - 6 doz.

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS : : : : : TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL, QUE.

Personal Honor Pledges and Price Protection

Frank H. Holman, in Printers' Ink, Tells How a Famous Manufacturer Maintains Prices Without Using a Contract—He Relies on the Personal Honor of Those to Whom he Sells—Handling of the Recalcitrant Ones.

A white-haired, grizzled veteran of business not long ago smiled philosophically at a square-jawed young manufacturer who was exhibiting with great satisfaction a bunch of contracts for price maintenance with dealers and jobbers. "Your contracts," said the old man, with an air of wisdom, "aren't worth the paper they're written on."

The young manufacturer expressed dissent.

"Every honest man whose name you've got signed to those contracts," continued the old man unabashed, "would maintain prices if he promised to do so, contract or no contract; while the crooks and the wishy-washies will break your prices, contract or no contract. Personal honor is a stronger force than imposing contracts, legal seals and foxy clauses. There has never yet been written a contract that couldn't be broken by legal quibble and dishonorable intent. The law is not as omnipotent as you think—and personal honor is a practical business factor that has yet to get its full share of credit."

And then that philosopher-manufacturer quietly pulled out some card index drawers which were simply overflowing with cards containing the names of many thousands of retailers throughout this country, many of them the same as had signed price maintenance contracts with the young manufacturer.

"With every one of these dealers," said the elder manufacturer, "I have a gentleman's understanding that they will not cut prices, and by far the greater part of them stand by their word—I've tested them for years. I've never asked them to sign their name to a thing."

Soap Price-Cutting.

This is no tale from Arcadia—the firm in question is world-renowned and does a tremendous annual volume of business in a wide variety of lines of goods. One of these is soaps—a line in which price-cutting is usually especially acute; yet so effectual is the system that the company's eastern manager states that in the course of years of experience he has never met with a single failure to finally line up the dealers upon a strict price-maintenance policy based solely upon spoken pledges.

The men who would admit that they are wilfully dishonest or that their spoken word is not to be trusted, are few and far between, if really they are ever to be met with among prospering business men. In that fact lies the secret of the success of the policy of this soap house. When one of the latter's salesmen closes with a dealer for the initial order, the interview invariably ends with the salesman explaining that it is the established policy of his house to insist upon strict price-maintenance, and asking the dealer point-blank if he pledges, upon his honor, not to cut prices.

Sometimes, indeed, very often, such a dealer will haughtily answer that he is not a "price-cutter" and "never has cut prices." But such an answer is not accepted as final. Every salesman is explicitly instructed to insist upon a firm "Yes-or-no" answer to his question. If it is "Yes," all right; if it is "No," the salesman's line-o'-talk runs somewhat like this: "Well, Mr. Dealer, I am sorry you cannot see it the way we do, and realize that it is to your own advantage not to cut prices. But, if you persist in your refusel, I am going to ask you not to order any of our goods. In that event, we don't want your order, and really you don't want our goods, for, if you began cutting, all your competitors would have to do the same thing, and there would be no end to it. You are selling enough soaps, as it is, upon which you are not meeting selling-expenses or are even losing money."

It is to be noted that goods are not directly refused the man. The proposition is thus never taken off the personal basis, it being up to the personal integrity of the dealer to do The Square-Thing. And it may overjoy the optimist and the believer in the sense of integrity of average humanity to learn that, in the case of this soap house, it is said not one dealer in the course of years of experience has failed to come to the chalk-mark when the matter has been put up to him on this personal basis.

Detecting Violations.

This is not saying that there have not been violations, however, and instances of price-cutting. Such instances have been easily detected, as a rule; and have even been anticipated. The reputation of a dealer who is known as a price-cutter usually goes before him. His contemporaries will give him away. "Are you selling goods to Jones?" is the question asked by Price-cutter Jones' competitior. "Then we don't want any because there can't be any question what he will do." Such an argument is met with the proposition that, if the competitor will telegraph, charges reversed, to the soap house the first time Jones is caught cutting prices, and agree not to cut in the interim himself, the soap house will hustle a salesman to the spot by the very next train to bring Jones to terms. Being a liberal proposal, the suggestion is usually accepted, and thereupon the detective work begins and continues automatically.

When a specific instance of price-cutting, contrary to the spoken-word agreement, is shown, the first possible moment for a personal interview is seized. In many cases the man detected in the act of cutting prices is found in a rather pugnacious mood at the time of such an interview. In not a small percentage of cases he will stoutly deny having ever agreed to maintain prices, anyway. He is then never allowed to believe that his bluff will pass for an instant. "I can see how it may be possible, Mr. Dealer," says the salesman, "that you may really believe you never made an agreement not to cut prices, but I am absolutely positive that you did give your word in the matter—I have not the least shadow of a doubt." Not having been called a liar in so many words, the dealer will then usually come down from his "high-horse," it is found, and meekly admit that "the matter may have slipped his mind."

Gets Second Pledge.

Then the whole proposition is approached anew, and a second spoken pledge, as between two gentlemen, is asked. In case it is refused, which is not often, a little "heavy tragedy" is brought to bear—even a cuss word or two and a show of valor on the part of the salesman. "Oh, well," says the latter, "if that is the kind of a business man you are, sir, and if that is all your word is worth, why all right. But we took you for a gentleman." It is the Bullet that Hits the Invulnerable Spot. Even the grimmest dealer has a sort of commercial Tendon of Achilles where he is sensitive. It is self-respect, his pride in his personal reputation for honesty and for being a man of his word and an honorable man among men. Sneer as the pessimists may at this manner of approach, and this way of doing business, yet the fact remains, and it is testified to by the commercial philosopher referred to, that this appeal has never yet failed to reach its mark. And every new success naturally makes the succeeding one the easier.

In some instances a slightly different angle of approach is taken in case of a point-blank refusal to maintain prices. This manager tells the story of how he lately went to Pittsfield, Mass., to see a recreant dealer, and sat in his office, in company with one of his under-salesmen, during business hours, from 11 o'clock one morning until next noon in a successful effort to bring the man to terms. It did the trick. "Sometimes it is better to besiege the enemy and starve them into submission," he says with a smile of reminiscence, "than it is to attempt to attack them directly and blow them to smithereens. That fellow agreed to get rid of us. I'd have camped out there a month otherwise."

Dealers Kept Samples.

This same personal appeal to a dealer's sense of right actions has been extensively used by this same soap house along a little different line in the mat-

ter of sampling, too. One of its recent big moves was a monster appeal through the mails to the consumers whose names were provided by the dealers. Along with the letter to them went a coupon redeemable at their dealer's store for a regulation-sized cake of soap, the dealer having been provided in advance with the latter in the necessary quantities. It was cheaper to provide a regulation-sized cake than to make up a special smaller one. As is always the case, the great temptation was for the dealer to steal these sample-cakes, assert that he had not received them from the manufacturer when coupon-holders came, and add them to his regular stock of salable soap.

"But a little careful argument on our part," says this manager, "and a little more manipulation of the Appeal-Personal, sufficed to offset this dealer's temptation. By personal interviews and by mail, we explained how we fully appreciated that the dealer in question 'was personally above any such practices,' even if it were not for the fact that it was for his best interests in the end that the soap should be given out as originally intended, as samples. We explained that for him not to give out the soap as samples would mean but to curtail the growth of his ultimate sales just so much in proportion and to miss the Golden Opportunity. And the appeal struck home and, as far as I know, the sample-cakes were used as originally intended in every case."

In this, too, too legal age when lawyers in grim battalions and safes loaded with parchments bearing doubly-witnessed signatures are so frequently relied upon to push through price protection and other sales policies, it seems as if the harking back to the fundamental, personal and moral appeal is both better business and more agreeable and optimistic. It is certainly true that a better feeling must exist between a retailer and a manufacturer whose relations are put on the plane of pure loyalty and honor than between the manufacturer who handcuffs dealers with steel chains of legal documents.

Long ago, in pedagogy, it has been established that you build morality quicker by putting questions up to the personal honor of pupils than by any grim systems of punishments and rules. Evidently business can make use of the same principle.

R.M.A. Convention Endorse the Minimum Fee of $5

Quebec Provincial and Dominion Board Conventions Held in Montreal Last Week—Believe in Retailers Handling Pure Goods — Officers of Both Provincial and Dominion Associations Elected.

Montreal, July 27.—Last week was a busy one for the members of the Retail Merchants' Association who gathered in Montreal. Delegates from all over Quebec were there primarily for their own convention, which was held Wednesday and Thursday of last week, July 20th and 21st. After the local convention was held the Federal was attended by members and delegates from other sections of Canada

Little beyond registration and reports of committees took place during the morning. In closing, however, Arthur Leger, the President of the provincial branch, gave an address of welcome to the assembled delegates. He said that meetings such as these served as a means to bring men in different sections and in different lines of trade together with the one object in view—to promote the best interests of all. With common interests, and united effort it was astonishing what could be accomplished.

Thursday morning was given up to the election and installation of officers. W. U. Boivin, dry goods merchant, was elected president; P. J. Cote, dry goods merchant, Quebec, first vice-president; A. Laniel, grocer, Montreal, 2nd vice-pres.; P. E. Beaudoin. Thetford Mines, treasurer, and J. A. Beaudry, Montreal, secretary. These five were also appointed to represent the province in the 6th annual Federal Convention on the two following days.

The Dominion Convention.

On Friday morning at ten, with the president, B. W. Ziemann in the chair, the following gentlemen assembled at headquarters, corner of St. Denis and Lagauchetiere Sts., Montreal, E. M. Trowern, Sec.; C. W. Kelly, Guelph: J. A. Beaudry, Treas.; W. U. Boivin, J. A. Dore, J. S. Watson and others. In all about twelve attended.

Changes to the constitution were the first important things to come before the meeting. Many weak points were declared to have developed during the time the present constitution has been in force, and steps to eradicate such mistakes had, it was claimed, become essential. Some of these were merely minor changes, but in some instances the whole article was cut out.

The election of officers resulted as follows:

President—B. W. Ziemann, merchant tailor, Preston, Ont.

1st Vice—P. J. Cote, dry goods merchant, Quebec City.

2nd Vice—A. M. Patterson, dry goods merchant, Brockville, Ont.

Secretary—E. M. Trowern, Toronto.

Treasurer—J. A. Beaudry, Montreal.

Auditor—J. S. Watson, boot and shoe merchant, Montreal.

The election of each of these was unanimous. The delegates were royally entertained by J. A. Beaudry at the Canadian Club, at luncheon.

Minimum Fee at $5.

At a few minutes after two the afternoon proceedings began. The main details to be completed were the receiving and passing of resolutions.

A resolution was passed endorsing the action of the Dominion Board in making the minimum fee $5. Another placed the meeting on record as strongly opposed to the Co-operative Societies Bill recently before the Dominion House. Another endorsed the recent Secret Commissions Act, passed by the Ottawa Government, and contained a request that the provisions of the act should be made known to all members and their clerks.

Are Opposed to Free Gifts.

Resolution No. 8 speaks for itself, and is herewith given:

"That we again place ourselves on record as being strongly opposed to all such schemes as free gifts or coupons with the purchase of goods, prizes in packages, or any device that will act in the form of a bribe to customers in the purchasing of goods, and we request that a copy of this resolution be forwarded to the Dominion Board asking them to place a copy of this resolution in the hands of all manufacturers or dealers who adopt this practice."

Considerable discussion followed the bringing up of this old question, but the majority favored the resolution.

ARNOLD ELECTRIC CLEANER.

A good opportunity for the acquiring of an exclusive agency is offered by the Arnold Electric Company of Canada, who are putting on the market the Arnold electric cleaner. One of the important features of the machine is that it operates a brush in connection with a strong, steady suction, enabling the entire machine to be made small, and neat and portable, while at the same time it thoroughly renovates everything by absorbing all dust, dirt and germs. The machine will not injure the finest rugs and carpets, and is easily manipulated. The retail price of the Arnold cleaner is extremely moderate, while it costs only about one cent per hour to operate. The general manager of the company is G. F. Pratt, while the offices are situated at 72 St. Matthew Street, Montreal. Agents are wanted all over the country.



Arnold Electric Cleaner.

Reversing Cash Discounts on Overdue Accounts

Should Cash Discounts be Deducted from Purchase Invoices and Merchandise or Purchase Account Charged With the Net Amount?—The Retailer's and Creditor's Views—Reasonable Treatment of Customer's Account — When Cash Discounts Should not be Allowed—Not Obligatory to Allow any Cash Discount After Period has Elapsed.

By Howard R. Wellington.

This is a matter which has probably been brought more forcibly to our attention within the last few years on account of the new customs regulations which permit of a certain rate for cash discounts being deducted from the face of invoices, the duty being calculated on the balance or the net amount.

A number of concerns allow this amount to be deducted, and the net amount of the invoice charged against merchandise or purchase account. This method of treatment is, however, not correct, as cash discount is a rebate for prompt payment, and has absolutely nothing to do with the cost of goods, nor should it enter into the basis of figuring the selling price by adding a certain percentage on the cost.

The correct treatment of all invoices on which cash discounts have been deducted is to run through the amount deducted and charge the original or gross amount to the correct accounts. Then, when the account is paid, the cash discounts should be credited in the usual way to purchase discount, discount or interest account, whichever title is used.

It has been argued against this method that merchandise account should be charged with the actual cost of the goods, and that all discounts, including cash discounts, should be deducted from the face of each invoice before being charged.

Anyone taking the latter view may be asked the question "What would be done in case it was decided to take 'time' on the account and lose the cash discount?" In such a case there would be no cash discount deducted and merchandise account would be charged with the full original amount of the invoice.

Again, it is necessary, as a rule, to borrow money either on note or discounts in order to take advantage of cash discounts, and charges in this connection are charged against discount account. Similarly, why should not discounts, earned by the use of this borrowed money, be credited to the same account, so as to show at the end of the year the amount paid the bank on borrowed money, on one side, and the amount earned by cash discount on the other or credit side?

The Treatment of Freight.

When a concern delivers goods, should the freight allowance be deducted before calculating cash discounts or afterward? The question may be argued both ways. From the buyer's standpoint, the freight has nothing to do with the invoice, and if the goods are delivered at a certain point, the freight should have been prepaid, or allowed from settlement after cash discount has been calculated.

From the seller's standpoint the freight is in the nature of a rebate, a concession or credit note and should therefore be deducted from the face of invoice covering the goods purchased, and the cash discount figured on the net amount when settlement is made.

Both these views are right in a way, but we believe the proper course to take is the first one outlined above, which is, that the freight should not enter into the calculation of cash discount, which is figured on the amount of the invoice before freight is deducted.

There has been a tendency during the last few years to decrease, rather than increase, the cash discount rebate, the result being that few firms to-day allow more than 2 p.c. for cash.

Of course, the buyer must bear in mind that if a large cash discount is offered, it is necessary for the manufacturer or jobber to add a sufficient percentage to his cost to provide for this extra rebate. Competition on general lines is so keen to-day that more than a fair profit cannot be made, and price and value should always be taken into consideration when a comparison is made between goods offered by a concern allowing a large percentage for cash discount, and that allowing only a small percentage.

Reversing Cash Discounts.

If the retailer does not pay his account within the discount period, is he entitled to any cash discount? A customer in the west wrote us recently asking for our candid opinion upon this subject. He had accepted a draft payable within a discount period, but unable to take up the draft when due, he writes his creditors stating the facts and asking for a renewal. The extension is granted, but the cash discount, already allowed him, is charged back, and in addition, interest on the renewal for the extra time.

It would seem that the reasonable treatment of a customer's account in such a case would be to charge back the cash discount, and redraw, adding exchange only, provided, of course that the extension asked for did not go beyond the "Net Terms" period, as usually, goods are sold with both a discount period and a net term period. If, however, a renewal is requested for only a short period, say fifteen or thirty days, it seems reasonable to expect that a portion, at least, of the cash discount be allowed, even though interest be charged for the extra time, but certainly the full discount should not be allowed.

The manufacturer, wholesaler or jobber, as the case may be, imports his goods in large quantities in order to better serve the retailer by giving him the closest possible prices and carrying a heavy stock so as to supply goods when wanted. Usually advantage is taken of cash discounts, in fact some of the houses will give no other terms, and it means therefore a vast outlay of money, part of which it is altogether likely is borrowed from the bank at certain seasons of the year, and on which interest will be paid. It is obvious, therefore, that cash discount, which importer earns on his purchases is very often more than wiped out by the interest on the amount invested.

Percentage Added for Selling Price.

Again, selling prices are based on an advance of a certain percentage on cost, the cash discount being looked upon simply as an inducement for the customer to pay his account promptly; in other words, cash discount is a rebate for prompt payment and most certainly should not be allowed if accounts are not paid within the required time.

In our experience a number of methods have been pursued in regard to this matter of cash discount on renewals, and we might enumerate some of the cases as follows:

1. Charge back full cash discount and renew amount of account without adding interest, but charging bank exchange, providing, of course that the time requested by the customer does not extend beyond the "Net terms" period. If goods are sold only on the discount period, interest would then be added as well.
2. When part of the draft is paid, allow cash discount on this amount only, charging back the balance and adding interest and exchange on the amount.
3. When the whole amount of draft is returned, and renewal is requested for say thirty days, allow one-half cash discount, renew amount, adding interest and exchange.
4. When the whole amount of draft is returned and renewal requested for thirty and sixty days, allow proportion of cash discount on each draft, and add interest and exchange on renewal.

Strictly speaking, it is not obligatory to allow any cash discount after the discount period has elapsed, and while a proportion is sometimes allowed, the retailer should not expect it.

It must be remembered, too, that where a large number of renewals are desired by customers, a corresponding amount of work is entailed in an office in the way of letter writing, drawing drafts, posting to ledger, banking, etc., and while this may not appear to the average customer as an expense, it certainly takes a great deal of valuable time to look after these matters.

CATALOGUES WANTED.

Smith & Wilson, Boraston, Sask., ask for catalogues and price lists from wholesale firms in Winnipeg and elsewhere. They handle hardware, stoves and kitchenware chiefly.

The Retail Hardware Merchants' Scrap Book

Clippings From Exchanges Which Give Valuable Suggestions Regarding Various Phases of Retail Merchandizing—Lessons for Both Merchants and Salesmen.

TAKE A VACATION.

There are too many business men who think they cannot take a vacation, speaking in a boastful spirit of their devotion to work; they are proud of the fact that they are early at their offices and late to leave, they occupy their time with multitudinous details and small affairs which were far better left to subordinates.

These are the kind of men who become prematurely old, who become nervous wrecks, or who fall victims to Bright's disease and diabetes. It is a feature of American business life, which must be changed; the human brain has its limitations and to drive it beyond a reasonable speed is the climax of folly.

It is well to be active; it is a wholesome thing for every faculty of the mind. But as trees and flowers need both periods of rain and of sunshine, so men need to be sometimes busy and sometimes able to stop.

Quiet thought is refreshing to the busy man. Too many men in business do not appreciate this fact, however commonplace it may seem. They drive themselves or let themselves be driven by their work day in and day out, year in and year out. What time they have from their work is spent in endless rounds of social and pleasurable activities, leaving no hour without its impending purpose, no time to stop and set their minds in order, no time to reflect or to act from impulses other than the purposes with which the brain is being driven continuously.

Such a man's mind gets into a whirl, revolving in a very small orbit, and making him oblivious to greater things which lie wholly outside of the limited circle of his own strenuous actvity. On a strictly business basis, this does not pay. It deprives one of thoughts and ideas that might open up new opportunities of immeasurable value to his work.

Fortunately this class of business men is comparatively small. The saving grace of business life in this competitive age is recreation, daily, weekly, monthly or yearly. The rest time is the safety valve which prevents explosions. It eliminates sudden death and keeps the madhouse from being filled with "prominent business men." The golf links, the tennis courts, the fishing streams, the woods, the automobile and the European journey are all outlets by which the superfluous stream is let off. It may be not only a month or a fortnight, it may even be but a week-end trip now and again, but it eases the strain and serves to relieve business cares.—Furniture Journal.

CAMERAS AND GUNS.

Cameras and photographic supplies, if the signs of the times are not misleading, will be considered as sporting goods before many years. Indeed, cameras are part of every fishing, shooting, canoeing, bicycling and power boat excursion today, and many persons would leave the rod or rifle behind if called upon to choose between it and the camera. Large numbers of sporting goods dealers carry photographic supplies and take care of their customers' films or plates when requested to do so, and if it were not that profits are so meagre on this class of goods, more dealers would carry them regularly.

In stores where fishing tackle, guns, sportmen's clothing, etc., are each presided over by an expert in his particular line, photographic supplies can readily be made a department and a competent man given charge of it; but this is not always necessary, since so many persons versed in the sale of other goods are also amateur photographers and possess sufficient expert knowledge to sell this class of goods. Whether or not photographic supplies are to be carried in the sporting goods store, however, it is well to bear in mind that any person who goes often abroad with his camera is likely to become a fisherman, a shooter or a canoeist, and vice versa.—Sporting Goods Dealer.

HIDDEN HAND.

A method of arousing interest in special merchandising events and one which has been employed with great success by retail stores is the "Hidden Hand" sale.

Circulars are used, showing a hand of the natural size, printed in red or any color preferred, on white paper. On the palm of the hand the main features of the sale may be announced, and on the fingers, short, snappy statements bearing upon the sale, may be printed. On the wrist a number is printed, and as the circulars are numbered consecutively, no two circulars have the same number. The number of circulars to be sent out should be decided by the amount of business done by the store, or by the size of the town. Some can be mailed, others distributed from house to house, and others given out in the store.

A large number of articles, perhaps a quarter or half as many as there are circulars, should be carefully wrapped, and each of these should bear a number in plain, readable figures, corresponding to the number on one of the hands. The numbers on the parcels should be well distributed, so as to extend well over the numbers of the circulars. If there were 10,000 circulars, the highest number used on the parcels should be, say, 650. These parcels should be distributed throughout the store, and in the windows, where the numbers may be seen. The idea is that, if a customer discovers a parcel bearing a number identical with the number of the circular which he or she has, the article may be claimed, and will be given by the store free of charge. As it is not likely that more than half the articles will be claimed, the expense to the store need not be heavy, while the advertising value of the scheme should exceed, by far, the outlay entailed.

As the parcels should be distributed through all departments, attention will be attracted to all parts of the store. Where this method has been employed, it has been found very helpful in increasing sales to a marked extent.

This idea may be carried out in various ways, it not being necessary to adhere strictly to the hand idea.—Dry Goods Review.

TELEPHONE COURTESY.

"Have you ever noticed," said a retail man the other day, "that there are a good many people who are so kindly and courteous enough when you are talk-to them, who immediately when they put the receiver of a telephone to their ear and prepare to talk become brusque, keen spoken and develop a tone that would lead you to believe that you were their personal enemy, and had just recently again offended them?

"I do not believe that it is ever intentional rudeness, it is a mere habit, but it is certainly a bad one that the man who possesses it should break himself of, or at least, stay away from the telephone. When it comes to business a manner of this kind can be the cause of real harm. A telephone inquiry from a customer or someone who may become such should be answered with as much courtesy and civility as a direct call at the store. If anything it should receive a little more, for the hearer at the other end of the wire cannot see whether the speaker is pleasant or otherwise.

"Then, again, the person who answers the telephone in the store, I think, should be one who is prepared to reply intelligently to pretty nearly any question that may be put to him. It is inconvenient and tiresome for a customer at the other end of the wire to have to wait until such information is obtained, and time seems much longer to such a one than to the man who is going around the store looking for the information desired."—Boot and Shoe Recorder.

THANK YOU.

Maybe you make your own change from the cash register; maybe you simply hand the check to the cashier; in either case say "Thank you." It's particularly effective when you hand the check. But I have always insisted on men thanking a customer for an order. For instance, "This is a nice order and I thank you." It's one of the little-big things that count. Try it. In fact, I don't think we practice this "Thank you" in our business half enough.—General Merchant.

August a Good Month for Bargain Sales

August a Good Time to Get Rid of Summer Stock by Means of Sales—Make Improvements in the Store if They are Considered Essential—The Question of Old Accounts—Fall Requirements Should be Carefully Considered, so That Delay is Avoided When the Travelers Come Round.

During August merchants should try and clear off as much of their summer stock as possible, especially the broken lines. Apart from the loss of carrying goods over until next year, room will soon be wanted for the new fall stock, while the more spare cash that is available the more confident the ordering. It is astonishing how easily odds and ends of stock can be cleared off if merchants would exercise a little ingenuity. It is simply a question of appealing to the desire that is inherent in everyone to make a bargain. In fact, many people carry this desire so far as to buy things that they have no use for, simply because the price has been cut down.

Hardware merchants should take fuller advantage of bargain sales than they do. They are away behind many of the other dealers in this respect. Of course, in a bargain sale, as in any other effort made to attract trade, it is necessary to conduct it in a manner that shows that the merchant is not only confident of the success of the sale, but that he is offering the public a good proposition. Some men, too, seem to be somewhat ashamed of the bargain idea. They fancy that the community will think that the store is losing trade, and so more harm than good will be done. Therefore, if they decide upon a bargain sale of any kind it will probably be a few lines placed on a small table in a back portion of the store, where nobody will see the goods. The consequence is that the effort is a failure.

The idea that bargain sales are detrimental to the store has long been exploded. Because a man wants to clear off his odd lines it does not mean that he has been experiencing poor trade. No buyer can judge to a certainty the exact number of hammocks, for instance, that he will sell during the usual summer rush, and it is always better to have a few in hand than to turn customers away because the stock is short. The public are only too keen to get the bargains than to reason out why such a sale is happening, or to say unkind things about the store. On the other hand, they advertise the store by discussing the bargains that are being offered.

A Real Bargain Sale.

Of course, as we have pointed out before, if a merchant holds a bargain sale, let it be a bargain sale from first to last. Do not advertise that prices are cut, and delude customers that they are getting things at a reduction when they are not. Such tricks are always found out, and when once the public feels that the bargain sales are not what they are said to be, then the sales are poorly attended, while the reputation of the store suffers.

If a bargain sale is decided upon make a big thing of it. Run it right through the month of August if necessary, and by bringing into prominence various lines at different times keep the interest of the public excited. Show by the windows that something unusual is going on inside, and, if possible, give practical demonstrations of different articles—not necessarily bargain ones—during the time. A bargain sale to be a success means more than merely cutting down the price of a few articles and placing them upon a table and letting it go at that. It means a lot of careful thinking out and of advertising in various ways, so that the community is excited over the event, and not only visit the store, but talk about it to their friends.

Improvements to the Store.

During the month, presuming no prolonged sale is held, a good opportunity is afforded of making any improvement to the store that has been considered necessary during the spring and summer. If anything is decided upon in this direction do it at once. In September the merchant will find all his time occupied in looking after his fall business. August is the month for any alterations, if they are considered necessary and cannot wait until the mid-winter. The same can be said of any alteration in the store system. It is a mistake to introduce improvement when trade is busy, especially in system, which is being called upon every second of the working day. There is one point to be remembered in making a change in system, and that is the merchant must feel thoroughly convinced in his mind that the alteration will really be beneficial to the organization of the store, before he introduces it. A new way of handling the cash sales is all very well if it turns out to be an improvement on the old method, but if not, then the merchant ties up the store at a time when it can least afford to be tied up.

The Old Accounts.

August is a good month, too, to get after old accounts. Let one of the clerks get out after delinquents. This is much more effective than a letter, although if no one can be spared, then the long-winded ones should be persistently attacked by mail. The merchant must not be ofraid of demanding what is his due. He is not in business to carry his customers, and the man who wants long credit is not worth anything to the store. If these customers are asked politely, but firmly, for the money due the merchant they will not be offended. But if the merchant takes no trouble to collect an account he cannot complain overmuch if the customer does not pay promptly. The question of long outstanding accounts largely depends upon the course the merchant takes in seeing that no one is allowed too long credit without a strong effort on his part to get the money in.

Ordering for the Fall.

The question of fall ordering should now be considered. The merchant should think carefully over the various fall lines, and between now and the time the travelers come around have all his requirements jotted down. In this way there is not the danger of forgetting important lines at the last moment, with the result that one shipment has to follow another, all of which means a loss of time. Too many men are prone to leave off all consideration of their fall needs until the travelers step through the door, with the result that not only are things mixed up, but a lot of time is wasted, while the merchant collects his thoughts. Besides, good buying requires much consideration. It is a thing that cannot be well done off-hand. The merchant must go over his stock carefully, and he must remember what were the chief characteristics of his last fall trade; what lines sold well, and what lines missed fire. Probably his district has changed in some important way since last fall, and a demand may have arisen, or appears likely to arise, for some line that the merchant never previously carried. Then, again, a particular line of goods bought in a doubtful way last fall may have sold well. The merchant will have more confidence this time. On the other hand, some lines may have proved a failure. The merchant should remember this.

But whatever lines may be ordered, dealers should have faith in coming business, and buy with confidence. If a merchant is assured of good business his whole store will reflect that spirit, and there will be a cheerfulness and optimism about the premises that will encourage trade as nothing else can. Therefore, look the future in the face with the greatest of confidence, and order early. No matter what the lines, staples or otherwise, it is always best to be on the safe side, for delay when the goods are wanted is fatal to the store.

FLYING MACHINE NOVELTY.

As a result of making quite a number of experiments in producing a large aeroplane, the Buffalo Pitts Company, Buffalo, N.Y., have just evolved one of the most unique flying machine toys on the market. The wheels of the helicoptere are constructed on this new principle, which gives the machine an efficiency far surpassing that of any of the full-sized aeroplanes that fly. The device will really fly 600 feet, this having been recently demonstrated on the streets of New York City, where the "flier" was sent over the Flatiron building. There is no reason why it should not have a big demand in hardware and sporting goods stores.

HARDWARE AND METAL

Established 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Addresses :

Canada: Macpubco, Toronto. England: Atabek, London, Eng.

OFFICES :

MONTREAL - - 701-702 Eastern Townships Bank Bldg Telephone Main 125

TORONTO - - - - 143-149 University Avenue Telephone Main 7324

WINNIPEG - - - - 511 Union Bank Building Telephone 3726

VANCOUVER, B.C. - - - - - H. Hodgson, 11 Hartney Chambers

LONDON, ENG - - 88 Fleet Street, E.C. E. J. Dodd Telephone, Central 12960

NEW YORK - R. B. Huestis, 1109-1111 Lawyers' Title, Insurance & Trust Building Telephone, 1111 Cortlandt

FRANCE - - - - - John F. Jones & Co., 31bis Faubourg Montmartre, Paris

SWITZERLAND - Louis Wolf; Orell Fussli & Co., Zurich

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

NO TRAVELER'S TAX AT CAMPBELLTON.

We are advised by D. Murray, mayor of Campbellton, N.B., that no tax is imposed by his town on commercial travelers.

Correction is therefore cheerfully given to a paragraph which appeared in Hardware and Metal last week stating the contrary.

Some years ago a representative of this paper was taken in charge by a police official in Campbellton because he was canvassing for subscriptions without a license, and we were not aware that the tax no longer existed.

THE CROP SITUATION.

The welcome rains of the past week have done a great deal of good to the grain crops in Western Canada, and it is evident that the estimate made a week ago of a wheat crop of 75,000,000 bushels was much lower than will be harvested.

A representative of Hardware and Metal now in the west states that there is often a wonderful difference between crops on opposite sides of the railway line. One farmer sowed wheat practically on the stubble, while the other cultivated his soil, as a farmer should, and even in an extra dry district the latter will have something for his trouble. It all goes to show the value of scientific farming.

In Ontario the grain crops are excellent. Another representative of Hardware and Metal traveled through Central and Eastern Ontario last week, and reports fall wheat, oats and peas in splendid condition. In fact farmers declare they have never had a better crop in years. Timothy and clover hay were both heavy, and are now under shelter. Fall wheat cutting is under way and from 30 to 40 bushels will be realized. Peas are ripening rapidly and oats are turning. Sunday's rains assisted both to fill out where they had not already matured.

Retailers in Ontario will welcome these conditions because they tend to make the farmer freer with his money and more prompt in his payments.

REFORM WITHOUT LEGISLATION.

The American Paint and Oil Dealer (St. Louis) in its last issue comments favorably upon the action of Canadian white lead manufacturers in granting the request of the Ontatio Retail Hardware Association that second grade lead be no longer branded as "No. 1." The point is made that similar abuses in the United States have resulted in the passage of several "pure paint" laws and Canadian manufacturers are complimented for their wisdom in making the desired change without being required to do so by the passage of legislation. It says editorially :

> The paint trade of Canada has caught the step and has succeeded in eliminating a serious trade abuse by securing an agreement "from all but one of the white lead manufacturers in Montreal and district" to discontinue the sale of "No. 1 Lead"—a trade term unknown in the United States, we believe. The complaint was that one dealer would quote on "Strictly Pure" lead and another on "No. 1," a "combination lead," and the latter would get the business in the consumer's ignorance of the trade term, which certainly was misleading to the layman. The Canadian trade is fortunate in securing this obviously desirable reform by agreement and without agitation for legislation. The general and now almost complete abandonment by reputable manufacturers in the States, of the practice of branding as "white lead" (or as "linseed oil," or "turpentine," or as any other single and specific material) anything that contains anything else, however good or valuable or costly, has helped mightily to make easy the defeat of drastic and unjust legislation, the demand for which is frequently based upon some gross abuse of trade names or customs which for years were recognized as legitimate, but all of which, because of the opportunity they afforded for such abuse, are disappearing before the march of modernity.

EVILS OF PRICE CUTTING.

Price-cutting among merchants is always a source of trouble. Bad feeling is produced and profits are sacrificed in order to outdo the other fellow. Sometimes the results are disastrous.

A striking instance has recently come to light. In an Ontario town there were eight stores. Price-cutting was started and carried on, and ultimately five stores were obliged to go out of business.

One of the survivors, interviewed in the matter, said he attributed these failures to an epidemic of price-slashing, from which the benefit to the merchant was negligible and which disorganized the normal buying habit. He believes in keen competition, but at the same time, in being on friendly terms with competitors. A Merchants' Association once existed in his town, but fell through. He recognizes that such an association is desirable and that at the present time, were it in existence, advance prices could be more easily secured and that, instead of merchants being afraid of setting prices higher than other competitors, they could, through mutual agreement, and as the result of co-operation, apply advances in accordance with increased cost. Such an association, he thinks, should not be formed only of town merchants, but country storekeepers in the surrounding district should be induced to join.

It is quite legitimate to cut prices of some lines as leaders to make a drawing attraction to induce customers into the store, but regular goods should not be marked away up beyond reasonable prices to make up for reductions on special lines. They should rather strengthen the impression of good values made on the customer, so that, as has been observed, clerks may be enthusiastic over values generally. It is impossible for them to be so if they discover that pricing is not based on sound merchandizing principles.

ATTEND THE EXHIBITIONS.

During the next few weeks fairs and exhibitions will be in progress in almost every city, town and village throughout the Dominion, and merchants generally, should receive direct benefit from these exhibitions.

There are several reasons why the merchants should interest themselves in the various exhibits. In the first place an exhibition of goods brings out the science of display. Many of the exhibits are designed and arranged by experts or by men who give the display feature considerable thought. By studying the display methods in the various booths the merchant will unconsciously carry

away many ideas, which will assist him in keeping up the appearance and attraction of his own store.

An excellent opportunity is also given the merchant to secure knowledge about the goods which he sells. An adequate knowledge of all goods in the retail stock is necessary in order to make satisfactory sales. The merchant and his clerks are afforded no better opportunity to study the goods, which he has in his store at home, than at the exhibition. It is the business of the exhibitor to show the goods and explain every part and every feature of the article. And every merchant knows how valuable such information is when he is trying to sell the article to a customers.

Let the merchants and their employes everywhere take advantage of the fair or exhibition in their own community, and elsewhere if possible, with the definite object in view to gather hints whereby they can improve their own business.

GETTING NEWSPAPER AID.

In various places the local newspaper can be used with good results in educating the people on shopping early.

At the present time the "Dundas Banner," Dundas, Ont., is advocating this. It points out editorially that an auxiliary of one of the churches adopted a resolution against long hours and especially on Saturday evenings.

Not only that but its members actually aid in bringing about this condition of affairs, as the following indicates:

> "We pledge ourselves to so arrange our purchases, and to use our influence to induce others to do the same, so as to allow the merchants, their clerks and delivery boys to get away from their respective places of business at an earlier hour than they are now permitted to do."

The "Banner" says that this is a step in the right direction and thereby assists in educating the public on purchasing early.

Merchants in other towns and cities anxious to have early closing, and particularly in the summer season, can easily enlist the services of the local press to aid in educating the public. They can usually obtain this aid for the asking, as newspapers are always willing to help in such a humane cause.

DOES NOT HIT INDIVIDUALS.

President J. Gibson, and Secretary Sargeant, of the Canadian Commercial Travelers' Association, Toronto, are visiting British Columbia, making inquiries into the working of the new tax imposed on corporations by that province. They report that it is intended to hit only incorporated stock companies of limited liability, and no tax is imposed upon individuals who sell on their own account. A commission merchant, therefore, residing at Toronto, Winnipeg or Calgary, selling goods for himself rather than for a company, which he represents, can do business without interference in British Columbia.

ASSOCIATION WORK IN BRITAIN.

The value of associated work among retail hardware merchants, so noticeably exemplified in the case of the Ontario Retail Hardware Association, is being more and more appreciated in the Old Country. At the recent Royal Show at Liverpool, some Lancashire merchants combined together and ran a stand on co-operative lines. The expense of taking a stand at this show is very heavy, and few men would care to tackle it single handed. But combining forces as these merchants did the expense was considerably lightened, and a good show was made, which reflected credit upon the hardware industry of Lancashire, while it must help to strengthen the claim that the asperities of competitive commerce can be considerably mitigated, and that sociability among merchants is more conducive to the general good than enmity.

This co-operative stand was organized on the following lines: The firms concerned shared all the labor and expenses, and pooled the profits. The goods displayed were principally domestic hardware and horticultural requisites, a large proportion of the goods being especially sent by the manufacturers. With the object of checking to some extent the direct trading, which is done at these public exhibitions, the syndicate obtained promises from several manufacturers, who were showing near the stand to credit to their local customers commissions on goods sold to buyers from the Liverpool district. The assistants at the stand also introduced customers to the makers and earned commission for the syndicate, the scheme worked well, and is going to be followed by other similar stands at the different shows.

This idea could be well followed in Canada. Everything that tends to stimulate good feeling among hardwaremen, and to do away with the idea that a competitor must necessarily be an enemy, should be warmly supported and encouraged. Only by co-operative work can price-cutting and other abuses of the trade be eliminated.

COST MARKS ON GOODS.

The better class of clerks, if they discover the key to any cost mark, possibly, would not use it to the store's disadvantage, but there are clerks who remain but a short time, and who do not understand the necessity for keeping secret the cost price of merchandise. If they learn the secret key they are inclined to spread the news that their employer is selling an article which cost $2 or $3, asking a dollar on each sold. They do not understand that the selling expenses has anything to do with the matter.

Department stores in the larger cities make a practice of using a different cost mark for each department. This cost mark is usually changed each season. The beginning of each year is a good time to change the cost mark and instal a different one, the old one having possibly become familiar to salesmen who are not now in the store.

A mark of some sort is necessary to record the cost item of stock. All sorts of system of letters, characters or signs to represent figures have been devised, the primary purpose being a system that would, by the aid of the key, be clear to the salesman and unintelligible to the purchaser. Some of these systems are so simple that even a novice can decipher it with a little study; others are made more difficult by the use of blinds and other complexities.

In the following lists a character must be substituted for naught in the nine-letter variety and the last letter of the eleven-letter variety used as a repeater.

NINE-LETTER WORDS.

1	2	3	4	5	6	7	8	9
c	l	e	r	k	s	h	i	p

The following list of words can be used in the same manner: Blasphemy, cavernous, dangerous, drunkable, dropsical, harmonize, labyrinth, manifesto, obscurity, observant, outwardly, outspread, prudently, pneumatic, porcelain, voluntary.

TEN-LETTER WORDS.

1	2	3	4	5	6	7	8	9	10
m	a	n	u	s	c	r	i	p	t

REFINE NICKEL IN ONTARIO.

The English and the United States companies that get their nickel ore mainly from Ontario have both declared big dividends and cut up glorious melons at their late meetings. Why should not this ore be refined in Canada, in Ontario? We've got a monopoly of the sources of supply. Do you think Germany would stand for a thing like a nickel monopoly passing into the hands of a naval nation? asks the Toronto Star.

The great art in business is to get a man into a job that suit him. I have known many a man to be an absolute failure at one thing, who has proved to be a great success in another line of work.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MONTREAL.

July 29.—Trade is commencing to show signs of a mid-summer dullness. Small orders are still coming in steadily, but the weekly average is not so good as it was, while the larger buyers are on the shy side. The markets generally do not show the brisk tone that they did.

The country trade has shown up well, and, if anything, is more brisk, comparatively speaking, than the purely local demand. Buyers, however, in the present state of the primary markets are not inclined to look ahead. When merchants are willing to make concessions on fair sized lots, confidence in the future is always shaken, and the feeling that even lower prices are probable, makes users hold off from speculating. There is very little buying ahead being done, except in imported iron. Copper is purely hand to mouth.

Copper in the primary markets is still in the same weak condition. Manipulation in London raised prices a shade but the effort did not last. Rumors are busy as to fights and mergers between opposing copper producing factions but nothing tangible has yet made its appearance. Even the fact that some mines must be producing at a loss, does not stop the production. There has been more activity in tin, but the market closed about the same on the week. All branches of the iron and steel industry in the States show a tendency to ease up. Light orders are being placed. The cut in various steel lines, including sheets, has tended to unsettle the markets.

Pig iron.—The local situation continues firm with a fair amount of iron being delivered to consumers. New business is very good, probably better than in any other metal, as users are making up their requirements for fall delivery. The situation in the Old Country is, on the whole, about the same as it was, but Cleveland warrants are sagging a little. Consumers of pig iron in the States are reducing their stocks and are curtailing delivery from the furnaces in order to do this. This is not a very healthy sign as to conditions, although it is the best way to meet things as they are.

Tin.—Tin is unchanged locally at 35c. Business, as we have said, is showing the mid-summer dullness, but the smaller consumers are coming in regularly with their orders. In fact they have to, owing to carrying no stocks. Tin in the primary markets is holding well. There has been some manipulation owing to a rumor as to a corner, but London is in the habit of upsetting all anticipations and doing exactly the opposite to what experts think it will do.

Copper. — Although concessions are made for fair orders, copper is unchanged for ordinary jobbing lots. The weak state of prices, combined with the usual dead season now on, is making trade very quiet. It is certain that buying ahead will not improve until the market advances. There is, if anything, a slightly stronger tone in the primary markets, but it cannot be said that any more confidence is felt as to the future.

Spelter.—Spelter is unchanged and fair trade is offering. The English market is advancing, and it looks as if higher prices were likely. The domestic demand is reported good, and the syndicate are holding firmly to supplies. The St. Louis market is also stronger.

Lead.—Local quotations are unchanged both for Trail and imported. Fair trade is offering. The English market is on the weak side with consumption poor.

Scrap.—Scrap lines are unchanged with buyers rather shy. We quote: Heavy copper wire at 11c; light copper bottoms, 9½c; heavy red brass, 8c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3c; No. 1 wrought iron, $12; machinery cast scrap, No. 1, $16; stove plate, $12.50; malleable, $9; miscellaneous steel, $5.

TORONTO.

July 29.—The freight shipment situation is becoming acute so far as metals are concerned and some plants will have to shut down soon if deliveries cannot be made by the railway companies. The Grand Trunk accepted a load of hardware from a local jobbing house on Wednesday, but to date has not accepted any metals. The C.P.R. is practically tied up, too, with more freight than it can handle and the boats have in some instances doubled their rates and declined to handle freight. On Thursday, for instance, an Oshawa factory had to close down owing to its failure to receive delivery of some pipe and valves which had been lying on the wharf at Toronto for about a week. A wagon was sent 34 miles to cart the material down. One metal house reports that its wagons are carting orders out seven miles to New Toronto.

The market, on the whole, is seasonably dull and the difficulty in making shipments is about the only incident worth recording this week. Prices of all the metals are stationary and stocks in fair shape. The outlook for the fall is also very satisfactory but, as is usual at this season, buying is inactive owing to contracts having been made to cover shipments required during the next two months.

Pig Iron—Orders are pretty well booked up, but some small business is being placed. Deliveries are the main problem. Prices are unchanged at $20 for No. 1 Canadian foundry. Canadian No. 2 is $19.50, f.o.b. furnace; Middlesboro No. 3 is $20. Summerlee No. 2, $22.50; Cleveland No. 1 and Clarence No. 3 $20.50 and $20.75 respectively. Scotch irons are about the same figures; Jarrow is $20.50 and Glengarnock, $22.50.

Copper—Last week's low figure $13.25 is the prevailing price. Production still keeps up at an enormous rate.

Tin—Prices have fluctuated in outside markets but 35c is still quoted locally. Demand is fair.

Lead.—Domestic is still quoted at $3.75 and imported $3.80.

Spelter.—The market is firmer, though the actual quotation remains unchanged at $5.75.

Sheets and Plates.—The market is strong, but unchanged. Demand is brisk for this season.

Old Materials.—Dealers are paying for heavy copper and wire, 10½c; light copper bottoms, 9c. ; heavy red brass, 9½c to 10c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3½c; No. 1 wrought iron, $10; machinery cast scrap No. 1, $14.50; stove plate, $13; malleable, $8; miscellaneous steel, $6; old rubbers, 9c.

HARDWARE MARKETS

MONTREAL.

July 29.—Trade is now mostly of a sorting up description. There is very little booking as yet for the fall, although orders from the North-West should soon commence to come in strongly. Guns and ammunition are moving, but horse blankets, sleigh bells, cow ties and stable requisites are slow.

The immediate delivery trade although showing traces of the dull season is keeping up very well, and jobbers are very well satisfied with the business doing. Warm weather lines, such as hammocks, swings, etc., are now almost dead, but harvest tools, fruit preserving utensils, builders' hardware, kitchen utensils, and heavy hardware are keping up well.

The markets are firm in tone, and prospects look exceedingly favorable for excellent fall business. Vacations are taking many travelers off the road for the time being, but in another month things will be in full swing again.

Seasonable Lines—Sorting up orders in general lines seem to be constituting a good bulk of the trade doing. Hammocks, swings, etc., are now almost dead, but fruit presses, parers, seeders, maslin kettles are in good demand. Booking ahead is still quiet, although guns and ammunition are fairly prominent. Sleigh bells, horse blankets, cow ties, lanterns are still on the quiet side. The movement to the North-west is expected to improve shortly.

Builders' Hardware—The strike has not affected the local demand to any

great extent, and good assorted orders have been placed during the week, mostly for lock sets, escutcheons, door pulls, bolts and butts. The market is firm, and we quote: Lock sets (inside), $4 per doz. and up; lock sets (outside), $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½c to 33c.

Bolts and Nuts—The market situation is unchanged from last week. There is a good movement in the common sizes, and prospects look very healthy, as stocks are short. We quote: Discount on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Harvest Tools — Harvest tools have fallen off in movement, but there is still a fair sorting up trade. A good consumptive demand is reported, and rush orders are anticipated by the jobbers when harvesting is in full swing. The market is firm and we quote: Harvest tools, 50 and 5 off; scythes, cast steel, $6; better grades, $7 and up; grass hooks, $1.60 to $2 per doz.

Heavy Hardware — Heavy hardware is keeping up splendidly, owing to the good industrial conditions and the new companies that are being formed here and there. No change is reported and we quote: Chain coil, ¼, $5.25; ⅜, $3.80; ½, $3.50; ¾, $3.25; 1, $3.25; anchors, 40½c lb. up; merchant bar iron and mild steel, $1.90; steam gauges, $1.50 each up; injectors, $4 to $18 each; and steam gauges, 35c to 80c.

Wire—Hay wire is very prominent, rush orders coming in in many cases. Barb wire is also a good seller. The market is unchanged for the time being, and we quote: Barb wire, car lots, mixed, $2.45; small lots, $2.50; plain twist, car lots, $2.75; small, $2.80. Galvanized wire No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots f.o.b. Montreal. Coiled spring fencing, $2.30 straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.35 base. Staples, bright, $2.60; galvanized, $2.85.

TORONTO.

July 29.—The mid-summer dullness seems to have struck the jobbing houses, brought on earlier than expected because of the interruption to trade caused by the G.T.R. strike. Harvesting was late in many sections and business would have continued good for a fortnight yet had it not been for the difficulty experienced in making freight shipments. As it is, dealers are now only ordering goods which they absolutely require by express, if shipments have to be made by Grand Trunk. Even the C.P.R. and boat companies are finding it difficult to deliver goods promptly because of the extra business they are handling. Jobbers complain that shipments are held several days on the wharves or freight sheds before going forward. The Grand Trunk, however, accepted shipments from the jobbers on Wednesday and this may mean some relief, although it will probably be a considerable time before matters are running smoothly again.

Retailers who were short in stocks of haying tools, rakes, scythes, cradles, etc., have been inconvenienced by the railway troubles, and jobbers are also bothered by their inability to secure delivery of goods in transit. Many factories have had to close down, but none in the hardware trade as yet, although coal shortages are reported.

Travelers are taking advantage of the slackening in trade to take holidays and those yet on the road will likely be called in next week, dependence being placed on mail orders.

The consumption of hardware articles continues active and dealers whose stocks were in good shape before the strike are enjoying a good summer trade. Jobbers, too, have little to complain of as July will be the first month which most houses will have to record lower sales figures than last year's totals showed.

The market generally is steady and firm in tone, the reassuring reports from Western Canada adding strength and making the outlook more favorable for an active fall trade.

Seasonable Lines—Lawn and garden goods have had their season and only the fag ends of the harvest tool trade remain. There is a good trade in household goods, however, such lines as fruit presses, apple parers cherry seeders, etc., are moving freely. Early fall goods are also receiving some attention from retailers who want to make certain of having stocks of guns and ammunition and other fall lines in stock before the trade opens.

Builders' Hardware.—Labor troubles have not affected the building trade in Ontario to any extent, and building continues active in the larger places. The call of the west, however, is reducing population in many of the smaller places and the building trade is held back. New prices have not been issued by American manufacturers of builders' hardware. Conditions are good and prices steady.

Wire Goods—Hay wire is very active and wire nails are also moving freely, prices being unchanged at $2.35.

Screws have been in very heavy demand during July.

Bolts and Nuts—Demand is very good in the most used sizes and manufacturers report a good trade.

Heavy Hardware—Demand for pipe, bars and rods continues active and there is also a good volume of chain moving.

Sporting Goods—Motor boat, bicycle and automobile supplies are going well just now and buying of ammunition and other supplies for the fall hunting trade is picking up.

U. S. IRON TRADE.

Cleveland, July 28.—The Iron Trade Review says: In the midst of a season of very great dullness and intense heat, the best thing that can be said of the market is that the trade seems to be, in anticipation, already in the last quarter of the year, as it is taken as a discounted fact that the third quarter may not bring the revival of business which was hoped for it. Looking toward the last quarter, there seems to be a well defined hope and expectation that the last three months of the year will make amends for the quietness which has fallen on the third quarter. The settlement of the wage question in some of the iron mills will go far toward reassuring the trade of an undisturbed condition in labor circles.

The effect of the dull period is beginning to show in the warehouse business and on Monday store prices at Chicago were reduced $2 a ton on steel bars, plates and structurals. Other cities will meet this reduction.

U. S. METAL MARKETS.

New York, July 27.—The Iron Age says: The splendid showing of earnings for the second quarter of this year made by the United States Steel Corporation should be a most effective answer to those who have been inclined to take a gloomy view of trade conditions. Such earnings could not have been made unless full specifications on contracts had been received. This is taken as proof that consuming interests generally have not made cancellations. The recession in prices of iron and steel this year has not been so largely due to shrinkage in business as to the great increase in productive capacity. This has been referred to before, but it is a fact which needs to be impressed upon the public.

The pig iron trade continues comparatively quiet, with litle change in prices. Such buying of pig iron as is now being done comes from consumers whose purchases have been postponed until the iron was actually needed, and a particularly atractive offer then gets the business. This explains why some sales occasionally come to light which cover deliveries running over several months.

The wire business is now excellent, new orders and specifications being received in mucth larger volume than for some time. The heavy consumption of steel bars, which has so long been a noteworthy feature of the market still continues. Buying of plates and sheets is in small lots, but the leading makers are receiving orders from all parts of the country, indicating a good consumptive demand. The wrought pipe trade is in fairly satisfactory condition.

A good buying movement is now on in electrolytic copper, and the price has advanced one-quarter cent per pound the past week. Pig tin appears to be cornered, as the price for six days has been stationary.

R. H. Bradfield & Co., hardware merchants, Morrisburg, have assigned to I. Hilliard.

News and Methods of Canadian Hardwaremen

Oil Discovered in Quebec Province — Method Adopted by Ontario Retailer in Fighting Mail Order Competition — Demonstration Helps Regular Business—Crops at Edmonton Reported Good—A New Westminster Store.

OIL IN QUEBEC.

St. Hyacinthe, Que., July 26.—A report from St. Barnabe says that there is excitement throughout the district over the striking of a hundred barrel oil well and at the same time a gas well, by parties who have been boring for the past two years. The men employed by the local company, which has been prosecuting the prospective work with the drills struck the shell of the oil stands, and with a roar and rush both gas and oil came rushing up from a depth of 1,800 feet, soon flowing over the top. The gas pressure was at least two hundred pounds, dark liquid spraying over the ground. As the well had given evidence of a strike earlier in the week tanks had been prepared, and already four hundred barrels have been secured, and it is being tanked at the rate of one hundred barels per day.

TO FIGHT CATALOGUE HOUSES.

Bathurst, N.B., July 25.—Local merchants have organized for the purpose of fighting the mail order houses. At a recent meeting one merchant expressed the opinion that from $1,500,000 to $2,000,000 found its way from that province to the departmental stores of Toronto and Montreal each year. Resolutions were passed inviting the co-operation of the other northern counties of the province, having in view organization all over New Brunswick, and a committee was appointed to take charge of arrangements. "The question is not so much who is to blame for this condition, as how best to find a remedy," said a Bathurst merchant discussing this question.

"The action of the Bathurst merchants is an important step in the right direction, but many other steps are necessary. Boards of Trade should be organized in every city, town, village and settlement of the province and the people of the country districts should be induced to become members of such boards. At the meeting of these bodies it should be pointed out that no county or province can become prosperous where money that should be spent by the people among each other is being sent out in barrelfuls to enrich the business people of other provinces. Against the argument that people should buy in the cheapest markets it can be shown that if the farm producer does not deal with the home merchant and the home merchant is obliged to give up business, the home market for the farmer is destroyed and that there must necessarily be a reduction in the prices of farm produce, not to speak of the inconvenience of finding an outside market. Most of the trouble has arisen, because of the attractive circulars and catalogues sent into our province by the outside departmental stores. Why should not the bigger establishments in our own province send out attractive catalogues? There is no reason why our own business men should not take full advantage of the opportunities offered by printers' ink and engraving.

"That New Brunswick has suffered by the unfair competition referred to there can be no doubt, and that the existence of the general stores throughout the province is threatened, unless action of self defence be taken, no one who goes over the last couple of years, can question. A united 'New Brunswick First' policy on this question is the duty of the hour. Bathurst's action is the first gun fired in a battle that must be waged in the interests of the trade of New Brunswick."

A NEW WESTMINSTER STORE.

New Westminster, July 20.—One of the largest hardware and implement business in British Columbia is that of T. J. Trapp & Co., New Westminster, whose store is shown in the accompanying illustration. Established in the old days, before agriculture had grown to be as important an industry as it now is in the Fraser river valley, a large trade was built up, and the store retains its old-time reputation and popularity.



Interior View of T. J. Trapp & Co.'s Store, New Westminster, B.C.

DEMONSTRATION HELPS REGULAR BUSINESS.

Chatham, July 26.—Jas. E. Gray, dealer in stoves, china and small wares, recently found a demonstration of outside lines very advantageous to general business. The demonstration was devoted to electrical goods, which Mr. Gray does not handle, and was conducted by the Chatham Gas Co., the latter occupying the display window of the store and conducting the display quite independent of the regular business. Mr. Gray states that the demonstration had a very appreciable effect upon the regular business, many of those who came in to look at the electrical goods stopping to make considerable purchases of the store's regular lines.

The International Harvester Company has acquired control of the Chatham Wagon Company by the purchase of practically the entire capital stock of the local concern, the deal being concluded last week. The Chatham Wagon Co. was established in 1882 by Wm. Ball and the late D. R. Vanallen, has since been several times enlarged, and has a rapidly growing trade with the Northwest. Under the new regime the present plant will be very much enlarged and many new hands employed, though no definite announcement has been made as to the exact nature of extent of the proposed changes.

The Western Bridge & Equipment Co. is purchasing a 5-acre site here and will within six weeks commence the erection of a new 82x160 steel-concrete factory. On the completion of the new factory, between 50 and 100 hands will be regularly employed.

COLLECTIONS ARE SLOWER.

Vancouver, July 16.—"Money fluctuation is a curious thing," remarked a hardware dealer to-day. "Now last month the greater part of our day's enjoyment was to open their mail, for there were always from ten to twenty cheques, and before the tenth of June, most of the month's accounts were paid. This month it is entirely different. Now the cheques in the morning's mail number two or three, or four. In June, too, we sold more ranges for cash. Just what the cause is cannot be stated. There does not seem to be a great difference in

Condensed or "Want" Advertisements

AGENCIES WANTED

THE HOMES' HELP, No. 20 Charlotte St., Port-of-Spain, Trinidad, B.W.I., are prepared to receive consignments, also agencies throughout Canada. Correspondence solicited. (32)

BUSINESS CHANCES

EXCELLENT OPENING for plumber and tinsmith. Also small stock hardware, $2,000. Good building centre of town, 2000 population, good farming district. Plate front, good opportunity for good tradesman in tin or plumbing. Stock reasonable; figure on dollar; will sell or rent building. Apply R. A. SCOTT, Alliston, Ont. (32)

FOR SALE—Retail hardware business, established 20 years ago by Geo. B. Morris and conducted by the present owners for the last 4 years. In connection with the winding up of the existing partnership, the business is offered as a going concern. Correspondence invited. McMillan Bros., Guelph. (25tf)

FOR SALE — WATERLOO IRON WORKS, in town of Waterloo, Quebec, in centre of the Eastern Townships. Plant comprises Foundry, Machine Shop, Stove Mounting and Wood Shops and Boiler House. Brick buildings, galvanized iron roofs, all in good repair. Canadian Pacific and Central Vermont Railways run through the town. Works situated only few rods from former. Splendid opportunity for any who wish to engage in manufacturing. Terms reasonable. Address: Waterloo Iron Works, Waterloo, Quebec. (32)

HARDWARE—Old established hardware for sale doing good business in one of the best districts of Western Ontario. Apply to Box 1018 HARDWARE & METAL, Toronto. (32)

HARDWARE AND MACHINE BUSINESS FOR SALE in one of the best new towns in Southern Alberta; turnover for 1909, $30,000; stock $9,000. Will sell or rent buildings. Box 1006, HARDWARE AND METAL, Toronto. (32)

HARDWARE AND TIN BUSINESS FOR SALE—Ontario town. Attractive business centre. Always strong trade conditions. Stock $14,000. Turnover $45,000. Terms easy. Full money payment not required. Would consider competent and desirable man for partner. Apply Box 998, HARDWARE AND METAL, Toronto. (25tf)

FOR SALE

FOR SALE—1 Carter 100-Light Acetylene Gas Machine, in good condition. Will be sold cheap, The Geo. Taylor Hardware Co., New Liskeard, Ontario. (30tf)

FOR SALE — Set second-hand tinner's tools, in good condition. JOHN DUFTY, Broadview, Sask. (31)

FOR SALE—An old established Hardware, Heating and Plumbing business in a city of nearly 100 000. Address Bruce, HARDWARE AND METAL, Toronto, Ont. (32)

HARDWARE, TINWARE, PLUMBING and coal business for sale. One of the best manufacturing and prosperous towns in Ontario. Fine premises, centrally located, for sale or rent. Stock about $7,000; turnover 1909, $21,000. Rate on dollar; easy terms. Must be sold owing to death of partner. Apply Weppler & Helwig, Hanover, Ont. (31)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

ANY MAN who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. In case of loss or delay prompt refund is arranged or new Order issued.

A BOON to every hardwareman. A perfectly reliable fountain pen is to be found in the Beaumel "Rival" Pen. Easy to fill, non-leakable, and writes with exceptional smoothness. Gold nibs of thicknesses to suit every style of handwriting. Guaranteed in every respect. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

DISPLAY YOUR GOODS to better advantage by using up-to-date fixtures. We are specialists in planning stores and offices. Get catalogue "J." which contains illustrations of many new features and several handsomely equipped stores and offices. Jones Bros. & Co., Ltd., 30-32 Adelaide Street W., Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

ERRORS AVOIDED, LABOR SAVED—Using the Shouperior Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet, perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full inquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

IF YOU have been afflicted with one of those fountain pens that won't write when you want it to, or leaks when you don't want it to, give it away to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Co., Toronto, sole agents for Canada.

KAY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in Carpets, Rugs, Furniture, Draperies, Wall Papers and Pottery, with cash prices. Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

KEEP ACCOUNTS WITHOUT BOOK-KEEPING. Formerly accounting meant keeping books. Today you can keep accounts cheaper, better, quicker and more accurately by discarding all books and installing a McCaskey Account Register. Don't be skeptical—investigation costs nothing. Write to-day. Dominion Register Co., Ltd., 100 Spadina Ave., Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto. (tf)

SAVE 50% OF COST of handling merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

THE National Cash Register Company guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WE ARE OFFERING A FEW SPECIAL BARGAINS in Remington and Smith Premier Typewriters. These are real bargains. The Monarch Typewriter Co., Ltd., 98 King Street West, Toronto.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Ltd., 33 John St., Hamilton, Ont. (tf)

WHEN buying bookcases insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

SITUATIONS WANTED

COMPETENT and energetic hardware clerk, with four years' experience, wants position in West. Best of references. Box 1017, HARDWARE AND METAL, Toronto. (31)

EXPERIENCED TRAVELER seeks re-engagement or would entertain responsible indoor position. A1 references. Box 1012, HARDWARE AND METAL, Toronto. (34)

WANTED, position of trust by hardware man, aged 34, twenty years' experience in Glasgow Scotland, and Toronto, Canada, best of references, absolutely honest, reliable and capable. Apply Box 1020 HARDWARE & METAL, Toronto. (32)

SITUATIONS VACANT

HARDWARE SALESMAN, with some knowledge of advertising and the preparation of circulars, wanted at once for important position in Montreal. State fully experience and salary wanted. Box 1021, HARDWARE AND METAL, Toronto. (31)

WANTED—Hardware clerk, apply stating experience, references, age and salary expected. Van Tuyl & Fairbank, Oil Springs, Ont. (33)

WANTED—An A1 man to take charge of a well established Winnipeg hardware, plumbing and heating business. Good salary. Would prefer a man with from $1,000 to $2,000 to invest in business. This is a splendid opportunity for the right man. Box 7, HARDWARE AND METAL, 511 Union Bank Building, Winnipeg. (26tf)

WANTED—A traveler to represent a newly established Woodenware concern, selling their line to hardware and furniture dealers. Territory at present Province of Ontario. State experience, age and salary expected. Address, Box No. 1015, HARDWARE AND METAL, Toronto. (31)

general business, times are good, but the fact remains. It may be that people are saving for their holiday trips, and are letting the dealer wait another month. Whatever the reason, the money that we always want is much slower in arriving this month."

CROPS NEAR EDMONTON.

Edmonton, July 25.—J. R. Boyle, M. P. P., returned Monday from a week's trip through the surrounding country.

"I have never seen better crops in Northern Alberta than are growing in that part of the country this year," was Mr. Boyle's way of summing up the crop situation in general in the country traversed. "The wheat, both fall and spring and barley, are exceptionally heavy. If no bad wind storms come to lodge the grain there will be some very large yields of these grains. The farmers are beginning to recognize that fall wheat is a sure crop in this country, and are going into it more generally and extensively every season. The bulk of the wheatcrop as yet, is of the spring variety.. A large number of new school districts have been organized in the district during the last year and a considerable number of school houses erected."

PROFITS ON BINDER TWINE.

Beeton, Ont., July 15.—W. J. Bell, known locally as the "binder twine king" on account of his success in profitably handling large quantities of binder twine, says he cannot accept the view that the mail order house selling twine is not making any money on this line. He writes:

"I handle some 550-foot twine at 8 cents, and make my usual margin of profit, although 90 per cent. of the twine

THE BEETON BELL STILL RINGS.

Why Buy Binder Twine From The Departmental Store?

100 lbs. Twine, measuring 550 feet per pound costs you $8.00
650 feet of the same twine will cost you 9.45 5/11 cents

We will sell you a Pure Manilla Twine measuring 650 feet per lb. for $9.25 per 100 lbs. or 650 feet for 9¼c.

We guarantee every ball to give perfect satisfaction.

WHY GET STUNG BY THE DEPARTMENTAL STORE?

W. J. BELL, :-: Beeton

Meeting Mail Order Competition.

I sell is 650 feet per lb., which I sell at $9.25 per cwt. (and at this price, when the additional length is considered it is almost 25c per 100 cheaper than the 550-foot twine), and on this, too, I make my usual margin of profit. When twine is required, I charge 50c per hundred advance, or $9.75, and 60 per cent. of my twine is sold payable in the fall.

"Personally, I will not worry if the departmental store Co. do get hold of the twine factory—referred to by one correspondent—as they will then find it costs them more to produce their twine than they can buy it for, as the stockholders in most of our Canadian twine mills can testify. It has been said, "the better way to fight the Devil is with fire," and so I think the better way is to go at them and fight it out. I believe that hardwaremen of this country are quite capable of holding their own against the T. Eaton Co. or any other concern.

"I quite agree with Hardware and Metal's remarks under the caption: "Where Retailers are Hit," on page 38 of Hardware and Metal, June 11, and believe that our position as retailers will be fully appreciated by the manufacturers, and that we will not be allowed to suffer in the twine business at the hands of the departmental store."

A sample of one of Mr. Bell's twine advertisements is shown in the accompanying cut.

HARDWARE TRADE GOSSIP

Ontario.

Creditors of A. H. Bradfield, hardware merchant, Morrisburg, who has assigned will meet on Aug. 3.

H. G. Boggs, president of the Brown-Boggs Co., Hamilton, manufacturers of tinsmiths' tools, is dead.

H. S. Harwood, manager of the Toronto branch of James Robertson & Co., is summering at Camp Elliott, on the Maine coast of the Atlantic.

The estate of J. M. Robertson, Tweed, have sold their hardware business to C. F. Fawcett, of that town, and the Fawcett Hardware Co. will, for the present, at least, operate the two stores.

Ernest A. Humphries, of A. W. Humphries & Son, Parkhill, has accepted the position of organist and choirmaster of Central Methodist church, at Sarnia, he being the unanimous choice of the committee out of a large list of applicants. Mr. Humphries made a record for his brilliant work as musical director of the Ontario Institution for the Blind, at Brantford, and also as the conductor of the Parkhill Choral Society. The acceptance of the position will not necessitate his removal from Parkhill, train connections to Sarnia being very favorable. Consequently, he will continue his connection with the hardware business and merely spend the week-end at Sarnia.

Quebec.

C. Verdon, hardware, Montreal, is offering 40 cents on the dollar.

L. J. S. Surveyor, of Montreal, has returned from a visit to Hudson Heights.

J. Dessert & Fils, tinsmiths, Roxton Falls, Que., have dissolved partnership.

The assets of E. Trudel & Co., hardwaremen, Montreal, will be sold on August 3.

The stock of J. B. Lavin, hardware merchant, Montreal, was damaged by smoke and fire.

B. Jenkins, of Thos. Jenkins & Co., Birmingham, Eng.. was introduced on the Montreal 'Change by J. G. Crowdy.

R. B. Angus, of the Montreal Steel Works, has been appointed president of the Bank of Montreal, in place of Sir George Drummond.

A company has been formed to develop an iron ore deposit, said to be of considerable extent, located on the St. Maurice river, near Three Rivers. An analysis of the deposit shows 80 per cent. iron, and the existence of the deposit has been known for some time, but no attempt was ever made to develop it until the present company was formed.

Western Canada.

H. F. Weber, New Michel, B.C., general merchant, is adding a stock of hardware.

John Backstrom, hardware merchant, Stettler, Alta., is adding a stock of groceries.

J. R. Marshall, Fairfax, Man., has assigned to the Winnipeg Jobbers' Clearing House.

N. S. Dalgleisch and W. Hargreaves, hardware merchants, Kamloops, B.C., have both suffered loss by fire.

Great Britain.

The Middlesborough Steel Strip and Hoop Co., Middlesborough, Eng., are interested in the project for establishing an iron and steel plant, including blast furnaces and rolling mills, in British Columbia. The plant is to be erected close to deposits of magnetite at San Juan and Harris Creek, sixty miles northwest of Victoria. A sum of £22,000 has already been spent in preliminary development work at San Juan, and there is now a shaft 300 feet down, with cross-cuts at 100-ft., 200-ft., and 300-ft. levels. High-grade magnetite has been found at the 100-ft. level, and the deposits are considered to be the largest workable on the Pacific slope.—Ironmonger.

HARDWARE LETTER BOX.

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade?

If an immediate reply is desired by mail stamped envelope should be forwarded. If inquiry is of a nature that the correspondent does not desire publicity, he can use initials or non de plume.

Bicyles.—"H. R." writes: "Kindly give names of any makers of bicycles in Canada, outside of the Canada Cycle & Motor Co., Toronto.

Planet Cycle Works, 69 Queen Street east, Toronto.—Editor.

Stephens

Barn and Elevator Paints

Are enjoying a larger sale than ever before. The demand for all goods bearing our name is active. Can you supply the demand? Send us your orders. We will ship promptly.

A paint for everything and everything for a painter.

G. F. Stephens & Co., Limited

Winnipeg, Canada.

BRANCH AT CALGARY, ALTA.

IT LOOKS SMALL

but there are a hundred little services a "want ad." in Hardware and Metal can perform for you cheaper, quicker, more thoroughly and more satisfactory than can be done in any other way.

It can get a customer for you for any show cases, counters, or any other fixtures you are anxious to dispose of; it can secure for you a set of tinsmith's tools, a typewriter, a silent salesman or any other article which you are anxious to buy cheaply.

The wider your market the better the bargain you will be able to make.

Our "want ad." page will put you in touch with practically every Hardware Merchant in Canada, and out of our thousands of readers it seems reasonable to suppose that there will be some man who is looking for just such an opportunity as you have to offer.

Rates (payable in advance)

2c. per word for 1st insertion. 1c. per word for subsequent insertion.
5c. additional each insertion when box number is required.

Write or phone our nearest office.

HARDWARE AND METAL

MONTREAL TORONTO WINNIPEG

Unlimited Results can be assured by the sale of Quality Heating Apparatus

There is no question about light weight, poorly proportioned, low grade heaters meeting the demand for low price, but not the quality consideration.

The average house owner looking for a heating apparatus is not posted as to furnace construction and unless the Heating Contractor takes the time to discuss thoroughly Furnace Quality he will consider only first cost, which should be secondary to—Fuel Cost, Heat Distribution and Durability.

Make it a point to talk "Quality" to your next prospect.

Pease Furnaces are constructed on the principle of "How Good."

Write for Catalogue.

Pease Foundry Co. Ltd.

TORONTO, ONT.

Pease-Waldon Co. Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve.

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected By Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, July 28.—There is a decided lull in the buying everywhere in the west. Everybody is thinking, not acting just now. The moment is somewhat critical, and wholesalers and retailers alike are "looking for a sign," to guide them in their course. This is the most internal period of the year with westerners. Nobody knows the extent to which the commercial life will be waylaid during the year to come. It is known that the wheat crop is good, and very good in some centres. It is also known that the crop is poor and an absolute failure in other centres. Just whether the failure in those centres is going to depress business everywhere in the west is the question merchants, wholesalers and manufacturers are asking themselves today. If it is, it is only reasonable to expect a weakness in the general hardware markets. If it is not, a brisk and well maintained market will no doubt rule. This week a normal business is confidently looked for this fall, but wholesalers are anxious that retailers should go slow in the ordering, even in districts that are favored with a good crop outlook. The majority of western retailers are quite well stocked, and in the face of present conditions, it would be unwise for merchants to load up heavily.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines, 75 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

Blocks—Steel, 45; wood, 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—planished copper, 33½c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, $4; pressed standing seamed roofing, 28, painted, $3.20; galvanized, $4; 26, $3.55 and $4.35.

Canada Plates—Half polish, 6 and 7-inch, $3.15; 8-inch, $3.40; full polish, 6 and 7-inch, $3.90; 8-inch, $4.15.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 per cent.

Fittings—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.80; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾-oz., $4.80; Queen's Head, 23, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37¾ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.65; No. 2, and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3,30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iorn Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., $2.45; ⅜-in., $2.75; ½-in., $3.30; ¾-in., $4.10; 1-in., $5.80; 1¼-in., $8; 1½-in., $9.50; 2-in., $12.70; 2½-in., $20.80; 3-in., $27.40; 3½-in., $34.20; 4-in., $39; 4½-in., $43.50. Galvanized, ¼-in., $3.40; ⅜-in., $3.70; ½-in., $4; ¾-in., $5.25; 1-in., $7.60; 1¼-in., $10.35; 1½-in., $12.70; 2-in., $17.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $4.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper No. 8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c per lb.

Rope—Sisal, 9½; pure manila, 11; British manila, 9¾; lath yarn, 9¼c.

Sheet Zinc—Casks, $7.75; broken lots, $8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—21c per lb.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—6-in., $8.69; 7-in., $9.31.

Terne Plates—I.C. plates, $8.50.

Tin Plates—I.C., charcoal 20x28, full box, $9.25; ½-box, $4.87½; IX., full box, $11.25; ½-box, $5.87½; IXX., full box, $13.25; ½-box, $6.87½.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Wire—Barbed wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers—Royal Canadian, $38; new easy, $52.75.

Paints and Oils.

For a few days preceding the Winnipeg exhibition, orders for paints and oils were coming in slowly. Jobbers, however, were anticipating some visits from merchants, and incidently some good orders. In this they have not been disappointed. Since their return home further extensive orders have been received of a wide range of paints and furnishing lines. Jobbers have not felt any dullness, due to the crop condition, yet it is somewhat uncertain what the future will be in this regard.

Linseed Oil—There is no new feature this week in the linseed oil market. The figures of $1 and $1.03 remain unchanged. Local manufacturers and distributors are watching the eastern market, although they feel that the price of seed cannot warrant the eastern houses shipping goods west at lower prices than are being quoted here and no serious competition is looked for. The prospects continue bright for a good flax yield, and Americans are already endeavoring to get some of the Canadian crop.

Turpentine—The market in the United States is soaring and it appears as though higher prices will rule in this country for turpentine. The market is strong at 95 cents just now, and orders continue heavy from every corner of the west.

White Lead — The output in white lead continues very heavy, and the outside painting is evidently going on briskly. The price is unchanged at $6 to $6.50 for the pure, according to the brand.

Paris Green—There is an excellent crop of potato bugs in the west this year, and owing to the scarcity of these pests in the past few years, merchants have allowed their stocks to get very low. Many people have been compelled to resort to the old method of picking them by hand in order to save their tubers. The demand, therefore for paris green has never been greater, and many orders are for goods in bulk. In addition to the bugs, rats are annoying the natives in the southern provinces, coming from the southern border in spite of the tariff. The extra demand for paris green is very heavy in these districts in the atempt to head off the invaders.

Varnishes—Next month the orders for varnishes is expected to be very heavy, as yet there is little demand for goods in bulk, but supplies are being put up in bulk in anticipation. If the amount of painting and building that has been done this year is any indication of what the varnish trade will be—and it has been other years — the varnish trade ought to be very heavy during the fall and winter months.

ESTAB. 1818

GIVE US AN OPPORTUNITY TO QUOTE YOU FOR

"HOYLE'S" PARIS GREEN

·PASSES·GOVERNMENT·TESTS·

MANUFACTURED BY

HOYLE ROBSON BARNETT & CO. LTD.

HEAD OFFICES:
35 CLOSE, NEWCASTLE-ON-TYNE.
ENGLAND.

CONTRACTORS TO
H.M. ADMIRALTY
&
WAR OFFICE.

1818 ESTAB.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO



Your Customers Need

The proper paint or varnish for each particular surface. For every sort of finishing requirement there is a Sherwin-Williams paint, varnish, stain or enamel that is particularly adapted to meet it. These specialty products are included in the line of

SHERWIN-WILLIAMS BRIGHTEN UP FINISHES

The completeness of this line of finishes enables the dealer to supply a paint and varnish designed especially for the particular purpose.

Sales in Sherwin-Williams Brighten Up Finishes mean satisfaction to the customer and a liberal profit to the dealer.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS
CANADIAN HEADQUARTERS AND PLANT, 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C.

"The Western Stove Makers"

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William. Ontario.



Sell

WOOD MANTELS, GRATES and TILE

and add to your profits---Our latest catalogue shows a nice line of new goods which makes selling easy. Write to-day for the catalogue and price list.

The Winnipeg Paint and Glass Co., Limited

EDMONTON WINNIPEG
THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Municipal Undertakings.

The by-law to raise $27,000 for the extension of water system at Revelstoke, B.C., was carried.

A by-law will be submitted to the Prince Albert, Sask., ratepayers for a new $12,000 filtration plant.

Preliminary steps for the establishment of a water and sewerage system are under way at Montreal South, Que.

The contract for the sixth section of Sherbrooke Street sewer, Montreal, was awarded to Keegan & Dillon for $68,768.

A $48,000 by-law for the extension of the pipes of the waterworks and sewerage system at Strathcona, Alta., will be submitted to the ratepayers on July 30.

Tenders addressed to G. W. Bilbrough, secretary-treasurer, Swift Current, Sask., will be received until August 2 for the following: Laying sewer and water mains, constructing sewage disposal works.

The contract for instalation of water system at Grand Falls, N.B., has been awarded to Powers & Brewer, contractors, and embraces furnishing and laying 20,000 feet of cast iron pipe, reservoir, pumping station and pump.

Public Buildings.

A collegiate institute will be erected at Virden, Man.

A new municipal hall will be erected at St. Charles, Man.

A new Children's Shelter will be erected at Brantford.

A new $40,000 Carnegie library will be erected at Regina.

A new girls' school is being erected at Caughnawaga, Que.

A $12,600 addition will be built to the general hospital, Ottawa.

The Presbyterians will erect an institutional church at Stewart, B.C.

The Knights of Columbus will erect a hall at Chatham, to cost $25,000.

The Reformed Presbyterians will erect a new edifice at Toronto, to cost $12,000.

A new Sunday school hall will be erected by the Chester Baptist church, Toronto.

Tenders are being received for the erection of a school house at Clovedale, B.C.

The Calgary ratepayers will vote on a by-law to raise $61,000 for exhibition buildings.

The contract for the municipal buildings at Waskada, Man., was awarded to D. McLean.

Tenders are being called until August 8 for the erection of brick school house at Enfield, Ont.

The Ontario Government will erect a residence for the Agricultural College at Guelph, Ont.

The Toronto Board of Education will spend $24,000 in alterations to the York Street public school.

A new edifice will be erected by the St. Barnabas church congregation, Toronto, to cost $12,000.

The Catholic school commissioners of St. Paul Ward, Montreal, have decided to build two new schools.

Over $12,000 will be expended on the new public school at Gretna, Man., for which tenders have been called.

The congregation of the Sixth Avenue Methodist church, New Westminster, will erect a new edifice, to cost $10,000.

W. King, of Revelstoke, is preparing plans for the new provincial public buildings for both Grand Forks and Kaslo, B.C.

T. J. Brocklebank, Melville, Sask., was awarded the contract for the new school at North Battleford, Sask., to cost $13,700.

Plans have been prepared and tenders are being received for the erection of Anglican College for University of Saskatchewan, at Saskatoon, and also for principal's residence in connection therewith.

A new public school will be erected at North Toronto.

A $20,000 by-law for the reconstruction of the city hall at Brandon was carried.

A building to combine threatre and hotel will be built at Prince Albert to cost $35,000.

W. A. Cryderman is the contractor for the $50,000 government building at Vernon, B.C.

The Catholic Board of School Commissioners will erect two new schools at Rosemount, Que.

The erection of a modern tuberculosis sanitarium for Waterloo County is under consideration at Berlin.

The contract for the erection of the new public school at Renfrew has been awarded to M. J. O'Brien, at $32,000.

The Belleville City Council granted the request of the Board of Education for $30 000 for the erection of a new school.

The Sisters of St. Joseph will erect a Community House in connection with their House of Providence at Toronto. The new building will cost $50,000.

General Buildings.

Dr. Temple is erecting a $10,000 dwelling at Toronto.

Gray Bros. will build a business block at Vancouver, to cost $56,000.

The Canadian Bank of Commerce will erect a branch at Ponoka, Alta.

D. Burns is having plans prepared for a new brick block on Pender street, Vancouver.

The British Columbia Electric Railway Co. will erect a $250,000 block at Vancouver.

The Dominion Bond and Trust Co. will build a business block at Vancouver, to cost $500,000.

The contract for the erection of the Dominion Express Company's building at Montreal has been awarded to Peter Lyall & Sons, to cost $700,000.

The Alberta Pacific Elevator Co., Calgary, are the first to commence building elevators in the west this year, and they have now in the process of erection, elevators at Winnifred, Bow Island, Seven Persons, Barnwell, Purple Springs, Olive, Tees, Halkirk and Castor, all Alberta towns.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Barn Hardware.—Catalogue No. 3, of barn hardware and specialties has been issued by S. B. Martin, Dalton, Ohio, the book comprising 24 pages and cover. Three styles of barn door hangers and three separate attachments all using the same rollers and running on the same track are illustrated, besides rolling store ladders, channel steel track, strap hangers, harness hooks, door pulls, latches, rollers, etc.

McClary's Kitchen Wares.—The McClary Mfg. Co.'s 1910 catalogue of enamelled and other kitchen wares is numbered 75, and is the most comprehensive one yet issued. It contains nearly 400 pages and is profusely illustrated. A finger index, similar to that in last year's catalogue, is a convenience in finding any department of the book.

New Jobbing Catalogue.—Wood, Vallance & Co.'s new catalogue is off the press this week, and several first copies have been distributed among the branch offices of the company.

Royal Stoves and Ranges.—The 1910-1911 catalogue of the Harriston Stove Co., Harriston, Ont., is now being issued. Large clear illustrations on coated paper bringing out every point of the stoves made by the company is a striking feature of this booklet, and the descriptive letterpress is particularly full. There seems to be a growing preference for cooking stoves and ranges of a plain sanitary finish and of substantial construction, and the company is making a strong bid for this trade.

Advertising Suggestions.—Under the foregoing title J. Wiss & Sons Co., Newark, N.J., are sending out a booklet showing pictures of electrotypes as well as samples of ads. in various sizes that are likely to prove useful to the hardwareman handling scissors, shears and razors, and who uses either newspapers or catalogues for advertising his wares. With each sample ad. are instructions as to space and size of type to be used.

Excello Washing Machines.—The Excello Specialty Mfg. Co., Berlin, Ont., have issued a small booklet descriptive of their "Excello" and "Veribest" motor power washing machines. The latter machine has a large circular rub-board, which does effective work. All that is necessary for the housekeeper to do is attach the hose to the water tap in the house and let the machine alone. It will clean the clothes while other necessary household duties are being performed. The "Excello" is also a home water-power washer built much like the "Veribest."

INGOT

ANTIMONY
COPPER
LEAD
ZINC
TIN

IN STOCK

A. C. LESLIE & CO., LIMITED

MONTREAL

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



IVER JOHNSON

SAFETY AUTOMATIC REVOLVER

The equipment throughout with wire springs makes the New Iver Johnson the most durable, the smoothest and sharpest in action and the most dependable revolver. The New Model Iver Johnson is the ony revolver equipped entirely with permanent tension wire springs—the type of spring employed by the U.S. government in its rifles wherever they can be used. The simple, but trustworthy

"HAMMER THE HAMMER"

Safety Lifter in 2,000,000 Iver Johnson revolvers sold during the past 16 years, has proved that the only way an Iver Johnson can be discharged is to pull the trigger.

Iver Johnsons Sell Quickly

and dealers find them both profitable to themselves and pleasing to the purchaser.

Send for Catalogue and Dealers' Proposition



and learn the many ways in which we are helping all our dealers push sales.

IVER JOHNSON'S ARMS & CYCLE WORKS

Makers of Iver Johnson Single Barrel Shot Guns and Iver Johnson Truss Bridge Bicycles.
Factory and General Sales Office: 330 RIVER STREET, FITCHBURG, MASS.
New York: 99 Chambers Street
Pacific Coast Representatives: Phil. B. Bekeart Co., San Francisco, Cal.

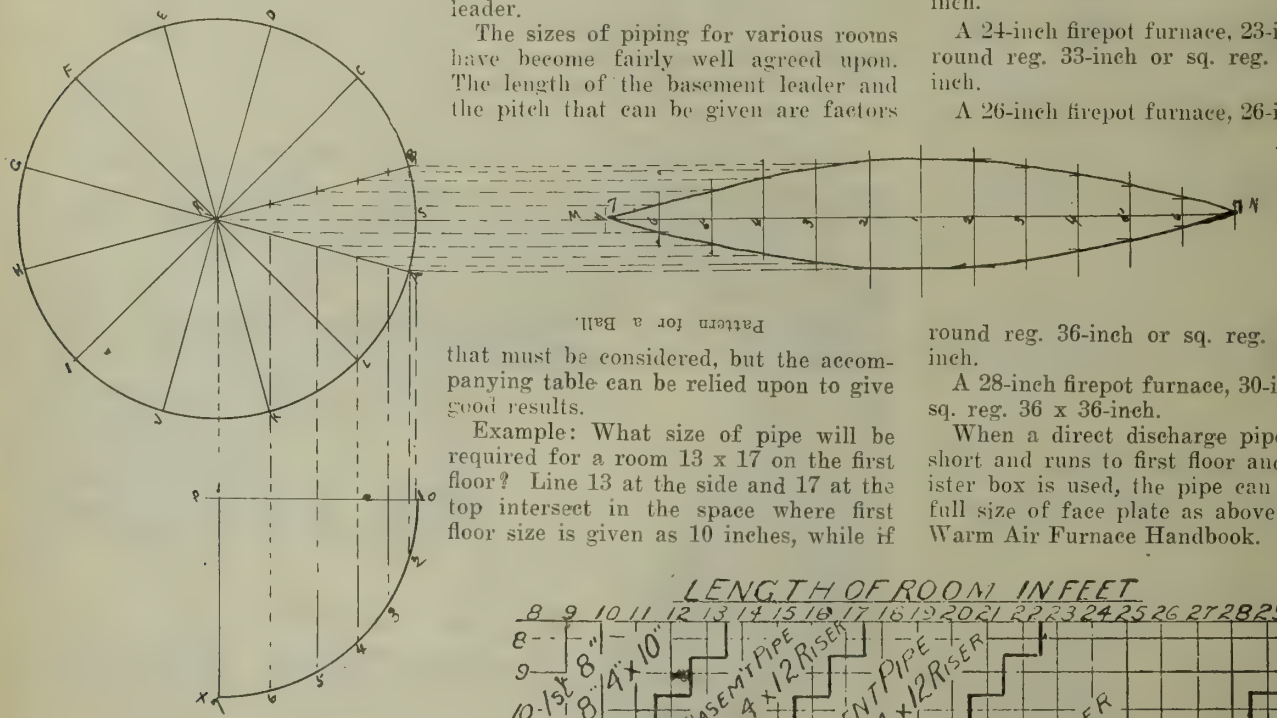


Cutting Patterns in the Tin Shop

Readers of Hardware and Metal are Requested to Make Use of this Department—Questions Regarding Patterns Will be Answered by Experts—Discussion is Also Invited on Any Matter Pertaining to the Tin Shop.

PATTERN FOR A BALL.

To construct a ball in any number of pieces the shape of gores, draw a circle of a size corresponding to the size of ball required and divide into any number of pieces as shown by A, B, C, D, E, etc. From the centre draw radial lines as shown by R A. RB, R C, etc., representing the gores or miter lines. Construct a section to one side or other to use as profile from which to obtain a stretch-out, as shown by P O X. Divide section into any number of parts as shown by small numbers and drawing lines at right angles to the line P O, cutting the miter lines A. R. B. Continue the centre line R S as shown by M N and lay off the stretchout obtained from the section or profile. Through the points draw measuring lines. Place the T-square parallel to the stretchout line and bring it against the points in the miter lines A R and B R, cut corresponding measuring lines as shown. A line traced through these points will give the pattern of a section. The sections should be raised slightly. W. J. R.



Pattern for a Ball.

SIZES OF FURNACE PIPING.

Under favorable conditions one square inch of capacity of warm air pipe will heat from 20 to 35 cubic feet of space. A quick way to figure is that one square inch cross section area of warm air pipe will heat, in dwelling rooms, one side exposed, 23 to 28 cubic feet; two sides exposed, 20 to 25 cubic feet; three sides exposed, 15 to 20 cubic feet; bath rooms, 18 to 25 cubic feet; stores, 40 to 50 cubic feet; churches or halls, 50 to 100 cubic feet.

Add 10 to 20 per cent. for extreme exposures, add 1 per cent. for each degree below zero.

Careful consideration should be given to existing conditions, such as thickness of walls, construction of buildings and length of pipes.

The upright pipes to the second and third floors can be one-quarter to one-third smaller for rooms of equal size than those for the first floor, on account of the increased velocity in vertical pipe. When round pipes cannot be used the thickness of the studding and distance between centres usually limit the area of vertical stacks to sizes ranging from $3\frac{3}{4}$ x $10\frac{1}{2}$ to $3\frac{3}{4}$ x $13\frac{1}{2}$. In practice it has been found that a room which on the first floor requires a ten-inch leader pipe to heat it can on the second floor be heated by a riser of one of the above sizes, and an eight of nine-inch basement leader.

The sizes of piping for various rooms have become fairly well agreed upon. The length of the basement leader and the pitch that can be given are factors that must be considered, but the accompanying table can be relied upon to give good results.

Example: What size of pipe will be required for a room 13 x 17 on the first floor? Line 13 at the side and 17 at the top intersect in the space where first floor size is given as 10 inches, while if the room had measured 13 x 19 a 12-inch pipe would have been required.

For second floor measurements the first figure is for the basement pipe, the second the riser. It will be noted that an 8-inch pipe is the smallest size recommended in any work.

For third floor conditions extend the second floor riser one size smaller.

When the furnaces are set to heat one large room—for instance, school room, public hall or church—and when one register is placed directly over the furnace, and the whole capacity of the furnace passes directly through the register, there being little or no friction from the hot air pipes to overcome, quite a percentage can be added to the capacities given. When but one register is used the following sizes of warm air pipes and registers are recommended, in all cases being used without valves:

A 16-inch firepot furnace, 14-inch pipe, round reg. 20-inch or sq. reg. 14 x 22-inch.

An 18-inch firepot furnace, 16-inch pipe, round. reg. 24-inch or sq. reg. 18 x 24-inch.

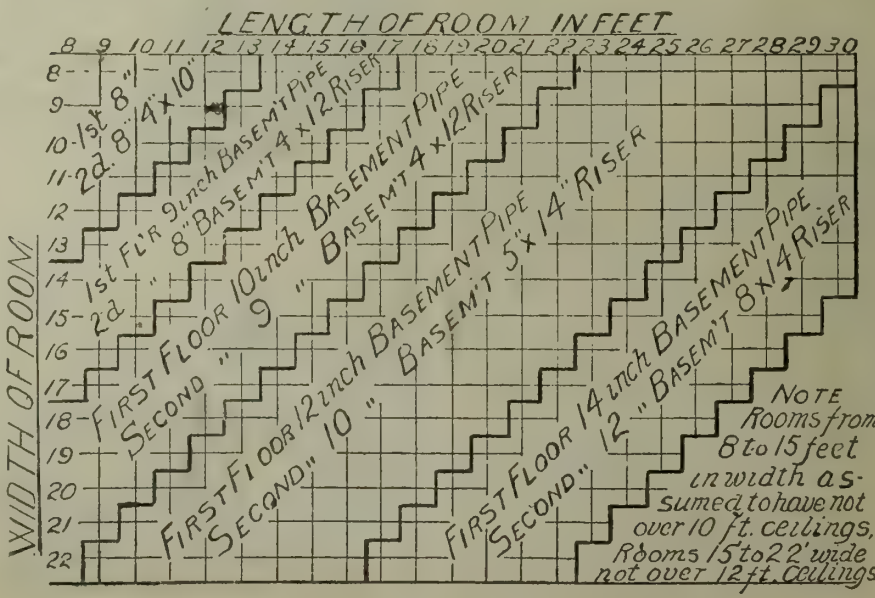
A 22-inch firepot furnace, 20-inch pipe, round reg. 28-inch or sq. reg. 24 x 27-inch.

A 24-inch firepot furnace, 23-inch pipe, round reg. 33-inch or sq. reg. 24 x 36-inch.

A 26-inch firepot furnace, 26-inch pipe, round reg. 36-inch or sq. reg. 28 x 36-inch.

A 28-inch firepot furnace, 30-inch pipe, sq. reg. 36 x 36-inch.

When a direct discharge pipe is very short and runs to first floor and no register box is used, the pipe can be made full size of face plate as above given.—Warm Air Furnace Handbook.



Sizes of Piping Used in Furnaces.



No. 19

A TIME FOR THOUGHT.

With the rush of the present painting season over dealers have now more time to look over their stock, to see that it is well sorted up, and to prepare for the fall demand that is rapidly approaching. It is in these little intervals of comparitive rest that the dealer can best map out his campaign. If he leaves everything to the last moment, not only does his efforts lack the force of being well thought out, but there is no time for them to sink well into the minds of those the merchant wishes to influence.

Every campaign of advertising that is carefully thought out, like all buying of stock that is the result of much study, is bound to be more effective than in the case when everything is done at the last moment. Merchants are too much inclined to procrastinate. When trade eases off they are inclined to ease-off with it. It is only natural perhaps, but it is a mistake.

It is in these intervals that a merchant can best develop his line of attack for the coming season, and make his campaign as thorough as great care can make it. Left to the last minute it is too late, for the season has gone before his educational work has made its presence felt, and then he has to start all over again when the next season draws near. Besides in the bustle of coming trade there is little time to think and work out an educational campaign. The harvest does not follow immediately upon the sowing of the seed. Some little time elapses. It is the same with a paint educational campaign.

During August, therefore, the dealer has a good opportunity of collecting his forces and starting into action the methods by which he intends to increase the desire for paint in his neighborhood. Maybe he has found that certain features of his last campaign did not bring in the results anticipated and proved futile. Let him think over the matter, and if he is really convinced that it would be well to drop that line of procedure and to adopt another, now is the best time to do it.

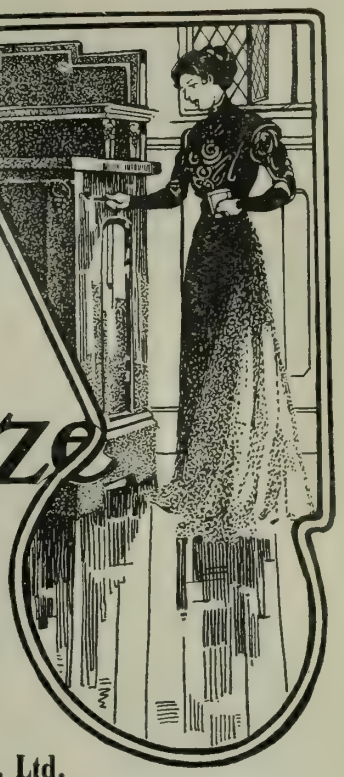
A district is constantly changing, and the medium adopted at one time to propagate the gospel of paint may not, in consequence, be so effective on the next occasion. The merchant must watch his community carefully, and keep his finger on its pulse. "A lot of trouble, all this," one dealer may say. Not at all. It is all in the day's work, and if a merchant wishes to make the largest profit out of his paint department no trouble can be too much to achieve such a result.

Nothing that is worth having is gained without trouble, and the paint dealer who thinks that he is going to do well in his paints without exercising his brains at all, will find that he is making a great mistake.

Every woman who passes your store will come in some day for

M L

Floorglaze



It earns you your profit and it satisfies the user for any indoor or outdoor purpose paint or varnish can serve. It lasts longer and looks better. If you don't know it, you can have a

SAMPLE TIN FOR NOTHING

Just address our nearest place—

The Imperial Varnish & Color Co., Ltd.

Toronto, 6 Morse Street; Winnipeg, 106 Princess Street; Vancouver, 550 Beatty Street

M. R. M. Horse Nails



The Horse Nails we turn out are made from Swedish Soft Steel Rods, the best material that can be obtained for the purpose, and are qualified to meet all the farrier's nailing problems.

Write us about them and we will be pleased to send you samples.

THE MONTREAL ROLLING MILLS CO.

MONTREAL

PAINT AND OIL MARKETS

MONTREAL.

July 29. The great feature of interest in the paint and oil markets is the heavy bulling in turpentine, and an advance of two cents this week makes the price for single barrels 93c now. Advices from the turpentine area and the firm way in which local holders maintain their figures, points to even higher prices in the future. Linseed is also firm at 92 and 95. No other changes are reported, and the market generally is firm and confident.

Trade keeps up well, and the slackness generally noticeable at this time is nothing like so apparent. Good assorted orders are coming in regularly, and it is evident that the consumptive demand is very steady and of more than average strength.

Turpentine—The advance last week was followed by a two cent one this week making the figures for single barrels 93c. The high figures prevailing in the south and the strong control over supplies, make the local market very firm. Stocks are not heavy, and supplies are naturally held at a firm figure. There is no disposition to meet buyers. The demand is good, however, despite the advance.

Linseed Oil—Linseed oil is firm at 92c for raw and 95c for boiled. There is a very good demand despite the high price, for if the oil is wanted the price must be paid, and there is no doubt that plenty of oil is being used. It does not look as if there would be any reaction in prices at any rate until next month is through. Quotations in seed are very firm.

White Lead—No change is announced in prices, and the demand is keeping very brisk. Good assorted orders are being sent to all parts. We quote: Pure, $5.50 to $6, according to brand, f. o. b. Montreal.

Red Lead—Red Lead continues unchanged. The demand is very fair for the time of the year, but as dealers are not holding heavy stocks this was only to be expected. We quote: Genuine red lead in casks, $4.75, in 100-lb. kegs, $5.25; less quantities at $6.25 per 100 lbs.; No. 1 red lead, casks, $4.25; kegs, $4.75, and small quantities, $5.75.

Varnishes—The demand is maintained for varnishes especially in the household sizes. Heavy users are apparently well supplied for the time being, but the demand for bulk varnishes is expected to increase again very shortly. Prices are firm and unchanged.

Putty—Putty is selling well for the time of the year very few orders for assorted lots come in without some request for putty. We quote: 100 lb. drums, $2.45; bladders, in barrels, $2.70.

TORONTO.

July 29.—Both linseed oil and turpentine have made additional advances during the week and the tendency is still upward. This provides the only feature as the summer dullness is on and only staples, are moving and shipments of these being hampered considerably by the strike on the Grand Trunk railway. Travelers are taking holidays also at this season.

Linseed Oil—A further advance has taken place in sympathy with the price of flaxseed at various points, which is now at the highest point that has been known for a long time, consequently, local prices have been advanced and now range from 92 to 97 cents for raw oil and 95 cents to $1 for boiled. Stocks in Toronto are growing light owing to the difficulty of bringing freight in from the point of manufacture.

Turpentine—Slight fluctuations have taken place of from ½ to 1 cent per gallon, some days advancing and other days receding, but at the close of the week in the south it is claimed that the indications of shortage in the crop still continue, although it is stated that producers are doing everything in their power to get turpentine and rosin to the market while the high prices continue. This movement, it is said, has had the effect of leaving very little in the hands of producers so that for the next two months there is not likely to be any surplus coming forward. Two of the largest buyers held off from the market two days last week hoping thereby to depress it but on Monday they purchased everything in sight and advanced the prices, especially on rosins of the common grades so that the price at the present time for the medium grades of rosin is 90 per cent. more than it was two years ago, same date, and the reports from Savannah and Jacksonville all claim that the likelihood is for further advances in all medium and common rosins. Prices telegraphed to-day from these points indicate further advances. Quotations range from 95 to 98 cents for single barrels.

Paris Green—Some belated orders are still being received but the season is pretty well over.

White Lead—Demand continues very good for this staple with no change in prices. We quote: For pure, $5.65 up, according to brand. Red lead is unchanged at $4.75 per 100 lbs. for genuine in casks.

Varnishes—The call for small package goods continues brisk, while manufacturers are also buying freely in bulk. Prices are unchanged.

Glass and Putty—As buildings are being advanced the demand increases. Importations of glass are not heavy, as yet, however. Putty is $2.20 for bulk in casks and $2.70 for bladders in barrels.

Petroleum—Demand for gasolene is heavy, while coal oil is but normal for this season. Buying of machine oils is also seasonable.



Constant Turnovers Greatly Help Your Paint Trade

It does not help you to carry paints that can be sold only once to a customer. In order to give your stock exercise, keep it moving. To do more business and make larger profits on a given capital, book your order for

B-H "ENGLISH" PAINTS

These paints are the only ones in Canada made with **Brandram's B. B. Genuine White Lead.** The base used is 70 per cent. of this famous lead, and 30 per cent. Pure Zinc White. The other ingredients are also of the very best. **B-H "English" Paints** can be sold again to the same man, and he will send his friends to you.

Send for full information on our complete line, and facts of interest to paint dealers.

Brandram-Henderson Limited

Montreal Halifax
St. John Toronto
Winnipeg

The Paint the Painter Prefers

In selecting a line of paints to build up a big business on, Mr. Dealer, you will make no mistake when you get the paints the practical painter prefers. He knows good paint—and his endorsement will send many a customer to your store. Customers that it pays to have, because they come back over and over, and every one ready to speak a good word for your goods when he gets a chance. No paint pleases the practical painter like



MARTIN-SENOUR PAINT 100 % PURE

He likes it because every job he uses it on stands as a silent advertisement of his own workmanship and honesty. There's only one objection he might find with it **—it lasts so long.** But the honorable man—the man who values his honor—recommends it for that very reason. **So can you.** If you're in business for next year, and the year after the same, you'll get the agency for this paint as quick as you can. Write today and we will make the time mighty short before you have it if you mean business.

This Sign on the Door Brings Buyers to Your Store



Montreal **THE MARTIN-SENOUR CO., Limited** Chicago
Pioneers Pure Paint

The Winnipeg Paint & Glass Co., Ltd., Winnipeg — The Maritime Paint & Varnish Co., Ltd., Halifax

Don't Look For Trouble!

You, Mr. Hardwareman, have many little trade worries, we know, but you will never have any paint trouble with the

MOORE LINE
MADE IN CANADA

MOORAMEL
A Satisfactory Enamel at a Reasonable Price.

SANIFLAT
A Dead Flat Finish. Smooth and Soft as Velvet.

MURESCO
The Best Wall Finish

TILELIKE
A Varnish and Stain Combined.
Made of Pure Kauri Gum.
Contains No Rosin.

IMPERVO
High-Grade Varnishes for Every Known Purpose.

Write for Color Card and Prices.

BENJAMIN MOORE & CO., Limited - West Toronto
NEW YORK CLEVELAND CHICAGO

PAINTS AND BRUSHES.

As a result of extensive advertising, manufacturers of mixed paints have practically doubled or trebled the sales possibilities of merchandise of this kind within the last few years. In other words, they have been conducting an educational campaign that has induced thousands of men and women to purchase paints and brushes for the beautifying of their homes.

Accompanying sales of paints, brushes will almost invariably be sold, the latter being very active sellers and consequently good profit makers for the retailer, because very few women, or men for that matter, understand the proper care of a paint brush after it has once been used.

Thus, due to the amateur painter's lack of knowledge in this regard, the latter is forced to purchase a far greater number of brushes in proportion to the amount of work accomplished than would a professional.

Brushes generally sold for the household, instead of being worn out, are alinvariably destroyed by the user's lack of knowledge as to the care of them. A woman after finishing a piece of enameling will in about nine cases out of ten lay her brush aside uncleaned, only to find that later when further use is to be made of it the enamel has so hardened it as to make it, so far as she is concerned, useless. This, of course, means the sale of another brush, and sometimes two or three brushes may be thus purchased to a single can of paint.

The ever increasing employment of hardwood as a flooring in the home forms an excellent source of revenue for the retailer of brushes, floor oils, stains, wax and other preparations.

In fact, the sales possibilities of the combined articles under this classification are undoubtedly sufficient to warrant the store in either securing a regular salesperson having a general knowledge of the various subjects, or to devote the necessary time and expense to the instruction of at least one of the present salespeople in the department.

A paint and brush section can be installed with a comparatively small financial outlay, and the space necessary in which to make a sufficiently representative exhibit is of barely any consequence.

The wrong way to establish such a department, however, would be to stock and sell the paints to inexperienced users who will make failures and then fight shy of paint ever after. Another bar to progress would be the selling of unsuitable brushes—too coarse a brush for a medium grade of work or one too fine for coarse work.

These little pointers can be readily picked up by the salesperson and will prove the life of any department—the latter standing as instructor to the customer regarding the use of the paint.

The most logical way to accomplish this end would be for the seller to ascertain from the purchaser exactly what sort of work is to be done with each quantity of paint sold, and in cases where the customer is on the point of attempting the impossible, advise some other course.

The use that a purchaser intends making of paints and brushes bought will frequently lead to sales of additional items in the way of paint removers, alcohol, turpentine, fillers, etc., which can be determined by the salesperson's superior knowledge and suggested.

Neither paints nor brushes will become shopworn readily, consequently there is no loss to be figured from this standpoint; but, of course, it is always advised to purchase the paint in limited quantities, thus keeping the stock fresh in appearance and avoiding a detrimental sediment which comes with age in some grades and colors. As a matter of fact, it would not be amiss for the salesperson to suggest in connection with every sale of paint that the purchaser stir it well before using, employing a small piece of wood.

A side line which could be appropriately carried in connection with paints is stencil outfits, consisting of brushes, stencils, and dyes, ink and paints, for the ornamentation of fabric materials used in the household, such as draperies, pillows, curtains and similar articles.

The stenciling fad is also one that is being boomed through magazine advertising and by special writers in women's publications, so much so that it has already reached quite a stage of popularity.

A store, by establishing itself as headquarters for stenciling outfits, will undoubtedly find that its sales of brushes and paints will be materially increased thereby.—Southwestern Merchant.

HOW VARNISH GOT ITS NAME.

The prosaic and common-place varnish of to-day and all other days got its name in a pretty and romantic manner. Berenice, wife of one of the Ptolemys of Egypt, a granddaughter of a half-brother of Alexander the Great and an ancestor of the lovely Cleopatra, was blessed with a crowning glory of red-gold hair.

The Greek sailors, in their voyages to distant African points, occasionally found the rare and valuable resin, now known as amber, and called it Berenice, in honor of the beautiful Egyptian queen's tresses. Berenice is equivalent to the Greek Pheronice. Ph sometimes has the sound of v, and the name was pronounced Veronice. The Romans, referring to the amber, made it vernice, and their descendents further changed it to vernis—hence Vernis-Martin. The Anglo-Saxon form became varnish, and there you are.

J. R. Hambly, Barrie, leaves on August 2 on a holiday trip to the Pacific coast, going by boat to Port Arthur, visiting Vancouver and Victoria, and returning in about six weeks via Chicago.

THE
CEE-PEE-CO.
WOOD TINTS

have a decorative value and an associative charm of appearance which enhances the quiet but rich effect of the Products of the Forest.

They are held in the highest favor by Architects and lovers of genuine beauty. Anv one interested in the CEE-PEE-CO. WOOD TINTS may obtain a full set of samples upon wood by writing to The Canada Paint Company.

These Tints are invaluable to high class finishers of all kinds of wood.

They do not raise the grain, accentuate the natural beauty of the wood, and leave a soft, velvety finish. Their great covering capacity makes them a most economical article to use.

THE
CANADA PAINT COMPANY
LIMITED

The Linseed Oil Market

Everywhere we hear complaints about the high prices charged for Linseed Oil. Of course we cannot help the prices if the demand for Linseed Oil is great and the supply is short.

There is one thing, however, every dealer should be careful about. When a man buys a high-priced article he wants the best. Therefore when you buy Linseed Oil, think a moment. It is very easy to quote a low price and then adulterate, or deliver thick, dirty stuff that settles down to the bottom.

Let us sell you a standard—

Ramsay's Boiled Linseed Oil

known in the market for many years for its paleness, its fine working qualities, its easy drying properties. Boiled and settled in our own boiling tanks, it is always subject to our careful examination and test.

Write for prices—always low for quality.

A. RAMSAY & SON CO. Estd. 1842 — The Paint Makers

MONTREAL

NEW ERA PAINT

The **Paint Profit Problem** has been solved by the Hardwaremen who handle NEW ERA PAINT.

"New Era" Paint covers more surface, holds its color better and lasts longer than any other prepared paint, and invariably proves an honest satisfaction-giver. Here's a line for every up-to-date merchant —a line that pays well to handle.

WRITE FOR PRICES

Standard Paint & Varnish Works Co., Ltd.
WINDSOR ONT.

STAR HACK SAW BLADES

Apparently no one questions the superiority of Star Hack Saw Blades and at our present figures there is absolutely no room to question the price.

They are equally good in hand frames or power machines. When used in a machine the feed should be adjusted to suit the stock being cut. The softer the stock the lighter the feed. Such treatment will prevent clogging of the teeth. Open your eyes wide and look at this list of prices:

6	7	8	9	10	11	1	inch
30	32	34	38	42	46	52	cents per dozen.

Notwithstanding the great reduction in prices, the quality of Star Blades has been improved.

MILLERS FALLS COMPANY 23 WARREN STREET NEW YORK, N.Y.

Don't Worry About Your Bad Debts!

Give them to us and we will likely get you more out of them than your most sanguine expectations.

The Beardwood Agency, Ltd.
Collections, Accounting and Liquidations a Specialty
401 Quebec Bank Bldg., Montreal

OAKEY'S The original and only Genui Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

There's no argument required to sell

LACQUERET
HOUSEHOLD LACQUER

You have only to mention its many uses in the home, in brightening up old furniture or dingy woodwork, to effect an immediate sale.

LACQUERET
HOUSEHOLD LACQUER

The Brightener of the Home

"Lacqueret" is neither a paint, enamel nor varnish, but a brilliant and transparent lacquer. It dries hard, and remains hard, colors will not fade, can be applied by anyone and is thoroughly sanitary. Keep a full line of this wonderful seller.

N.B.—All goods are sold in Imperial Measure Packages.

INTERNATIONAL VARNISH CO. LIMITED

(Canadian Factory of Standard Varnish Works)

TORONTO and WINNIPEG

New York Chicago London Berlin Brussels

2380

THE

Dougall Varnish Co.

LIMITED

Montreal : : Canada

VARNISHES

OF FINEST QUALITY

FOR

RAILWAYS PIANOS CARRIAGES
BUILDINGS FURNITURE WAGGONS

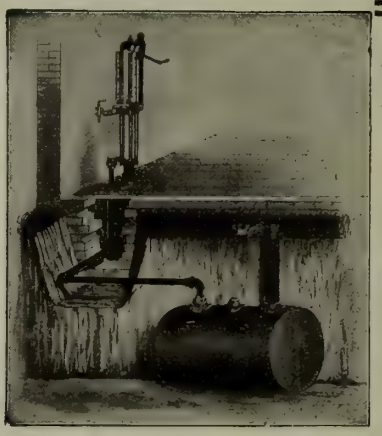
ALSO

LINGERWETT

Varnish and Paint

REMOVER

Associated with Murphy Varnish Co., U.S.A.



BOWSER

Self- Measuring Systems

For Handling Kerosene and Gasolene

Emphasize one feature that is important aboveall others in the general store—

CLEANLINESS

From the slopping and dripping of faucets and funnels, the porous boards of the floor near the oil supply become soaked through and through, making the appearance unsightly and unclean. In any store, under the old method of handling oil, this condition exists—it cannot be avoided. The merchandise stored near such a place is easily contaminated. After drawing oil, the least odor from the hands or clothes is absorbed by the paper used to wrap up merchandise, which quickly becomes infected with the disagreeable and nauseous taste of oil.

The only system that will remove these objections is one that will hold the oil in a tank absolutely leak and evaporation proof, measure the oil accurately into the customer's can with neither spilling nor slopping, dispose of unclean measures and funnels, and one in which the flow of oil is instantly cut off the moment the desired amount is drawn. All of these features and more are found in the Bowser Adjustable Measure Oil Equipments. They will meet any conditions and requirements, being made in more than fifty different styles.
If you are interested, you need only to drop a card, asking for Bulletin 15, and you will then receive full information.

S. F. Bowser & Co., Limited

66-68 Fraser Ave., TORONTO

Paint and Varnish Removers.

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those coverad by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	Name of Brand.
The Sherwin-Williams Co., Montreal, Canada.	**"Taxite"**
International Varnish Co, Ltd., Toronto, Canada	**"Klensa"**
Pratt & Lambert, Ino., Bridgeburg, Ontario, Canada	**"Expedite"**
British American Paint Co., Victoria, B.C.	**"Bapco"**
Mount Royal Color and Varnish Co., Montreal, Canada	**"Scrape-off"**
James Robertson Co., Ltd., Toronto, Canada	**"Robertson's Paint and Varnish Remover"**
Sanderson Pearcy Co, Ltd., Toronto, Canada	**"Devolite"**
Stewart & Wood, Toronto, Canada	**"Solvo"**
Martin-Senour Company, Ltd., Montreal, Canada	**"Martin-Senour Paint and Varnish Remover"**

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y.

"HERE'S YOUR FINISH"

for fine interior Decorating

BRANTINE INTERIOR FINISH

A liberal discount allowed. The Hardware Dealer can make a good profit.

SCARFE & COMPANY

Head Office and Factory: BRANTFORD, ONT.

MONTREAL, QUE.—472 DELORIMIER AVE.
Phone Bell East, 442

WINNIPEG, MAN.—78 LOMBARD STREET
Phone Main, 9944

Pilkington Bros., Limited, St. Helens, Lancashire, Eng.

MANUFACTURERS OF ALL KINDS OF

British Window Glass

Polished Plate Glass
Plain and Bevelled Mirrors
Picture and Car Glass
Prismatic Glass
Cast Ribbed and Polished
Wire Glass
Cast and Ribbed Rolled Glass
Leaded Lights



Wire Screens
Plain and Figured Cathedral Glass
Obscured and Enamelled Glass

Large stocks aways on hand at our Canadian Depots Quick delivery of import orders a special feature of our business Prices and quotations on application

CANADIAN OFFICES AND DEPOTS:

Montreal Busby Lane
Toronto Mercer Street
Winnipeg Market Street
Vancouver Columbia Ave.

Steel Rules, Guages, Etc.

CHESTERMAN'S

MEASURING TAPES

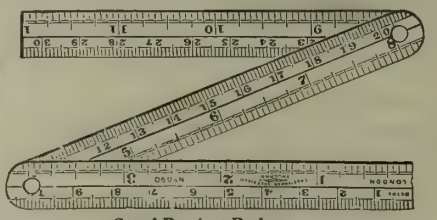
Linen and Steel

Trade J C *Marks*

CONSTANTIA J C

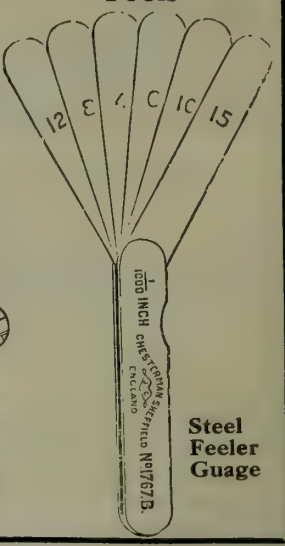
TRE BLE





Steel Pocket Rules

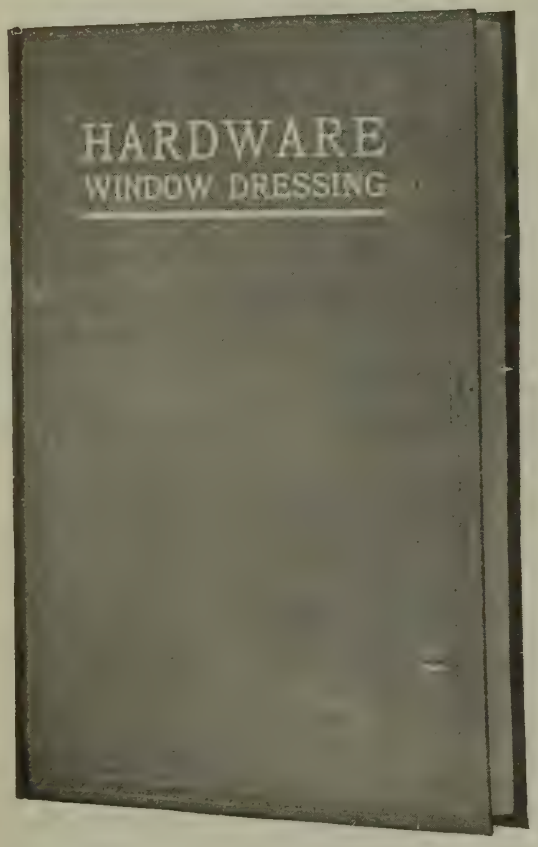
Engineers' Small Tools



Steel Feeler Guage

For Prices, Catalogues, etc., apply to

F. H. SCOTT, 120 Coristine Bldg., Montreal



You May Become a Practical Window Dresser for $2.50

This is the first book ever written devoted exclusively to Hardware Display, and has been off the press only a few weeks. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

26 Pages **8 x 11 Inches** **300 Illustrations**

Price $2.50. (Payable in Advance)

Send for Descriptive Circular.

Technical Books, 143-149 University Ave., Toronto

Notice to Subscribers

Subscribers will confer a favor on us by notifying us in case they are not receiving their paper regularly, or if they find they have missed one or more issues. We send out thousands of copies each month, and it is only natural to suppose that a few copies will go astray in the mails, even though every precaution is taken by us to avoid this.

We should also be notified at once of any change in address, giving both old and new addresses.

THE RETAILERS class the houses which advertise in their trade papers as the most progressive in their line—the houses out hard after business, appreciative when they get it, and always trying to give a little better service than anyone else.



321

Orders on hand are heavier than we have ever known heretofore, but we have room yet for a number of new customers who will swell the ranks of satisfied users of

McDougall Pumps

We tell the same old story of quality first and price as easy as possible for you. Come, let us get together. "Aremacdee" is a guarantee.

The R. McDOUGALL CO.

LIMITED

Galt, Canada

A LUCKY COMBINATION



EXTRUDED METAL PADLOCKS

CORBIN CABINET LOCK CO. NEW BRITAIN, CONN. U.S.A.

NEW YORK CHICAGO PHILADELPHIA

CABINET, TRUNK, SUIT CASE LOCKS AND TRIMMINGS.
MISCELLANEOUS HARDWARE, KEYS AND KEY BLANKS.

NEWHOUSE TRAPS



THE NEWHOUSE is the best trap made.
Used by professional trappers.
Every trap warranted Sure to Go and Sure to Hold.
Furs are bringing high prices. Trappers are planning bigger lines of traps than ever.
This year will be the largest trap year the trade has ever had. Be sure to have complete stocks this Fall. Get your share of this trade. Specify now.

ONEIDA COMMUNITY, LTD.
NIAGARA FALLS, ONT.

Simplicity of Gearing

is a leading feature of the

"Winner" Rotary Washer

which is not at all liable to get out of order.



The main shaft runs on roller-bearings, which carry all the weight and make the machine very easy-running. The inside is widely corrugated, and the whole machine is strongly built and attractively finished.

A strong-selling line you can handle profitably.

Write for Catalogue and Prices.

J. H. Connor & Son, Limited

OTTAWA, CAN.

"BANNER" 1910 Cold Blast Lantern

Comparisons may be odious

But!

Superior work



Compare OUR Lanterns with any in the market

always tells!

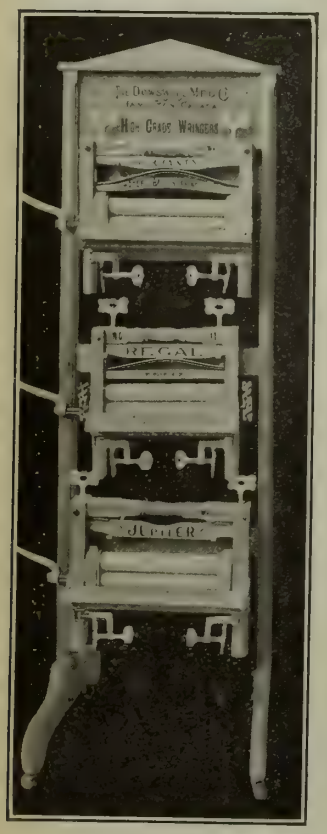
Handled by all jobbers

ONTARIO LANTERN & LAMP COMPANY, LIMITED

HAMILTON ONTARIO

ARROW BRAND

Clothes Wringers



Front View

Displayed on this Stand make

Quick Sales

and

Satisfied Customers

It's a

Silent Salesman

that draws no Salary and never grows tired Showing Goods.

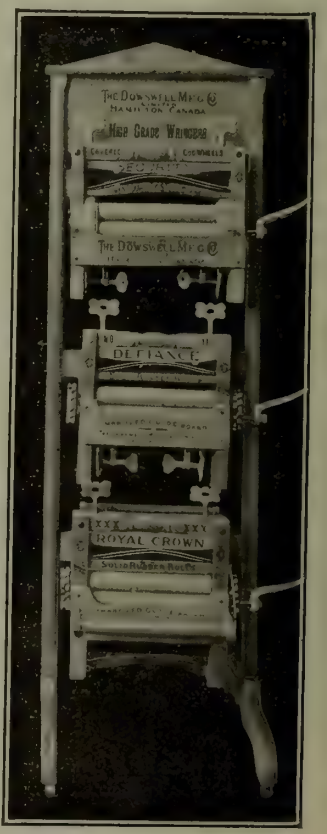
Write us for particulars.

Cummer - Dowswell, Ltd.

Hamilton, : : : Ontario

Eastern Agents:
W. L. Haldimand & Son,
Montreal

Western Agents:
H. F. Moulden,
Winnipeg



Back View

LONG LIFE METALS

YOU CAN MAKE MONEY BY HANDLING OUR DIFFERENT GRADES OF

BABBITT METALS

We co-operate with the dealer, and send out advertising matter in our mutual interest. Write for prices and be convinced. We also manufacture all grades of tinners' and plumbers' solders.

The James Robertson Company, Limited, Montreal Toronto St. John Winnipeg

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

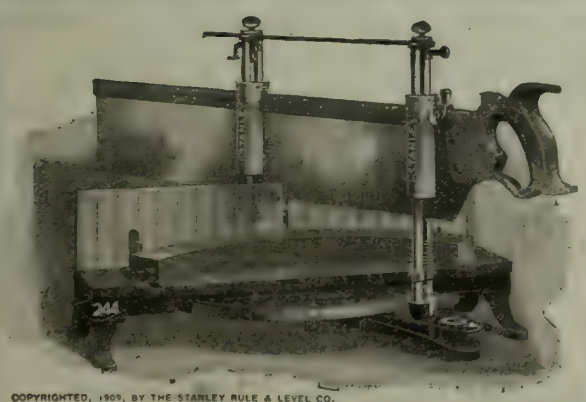
For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".



THE "FAVORITE" CHURN

is a good one every way you look at it. The barrel is of thoroughly seasoned hardwood, with trunnions balance bolted on. Stand is angle steel, very light, perfectly rigid and very strong. Has a most convenient hand and foot drive, and roller bearings for easy running. It easily BEATS ALL OTHER CHURNS in Canada as a seller. In fact, more "Favorites" are sold than all others combined. It's the churn that will pay you best. 8 sizes, to churn one-half to 30 gallons of cream.

David Maxwell & Sons, St. Mary's, Ont.



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Write for Catalogue.

Stanley Tools

STANLEY MITRE BOXES have the widest range of adjustment of any Mitre Box made. For strength, accuracy and durability they are unsurpassed.

	Saw	Capacity Right Angle	Capacity Mitre (45°)	Capacity at 30° without Stock Guide	Each
240	20x4 in.	8½ in.	5½ in.	3½ in.	$10.50
242	22x4 in.	8½ in.	5½ in.	3½ in.	10.75
244	24x4 in.	8½ in.	5½ in.	3½ in.	11.00
246	26x4 in.	8½ in.	5½ in.	3½ in.	11 25
346	26x4 in.	9½ in.	6½ in.	4½ in.	12 25
358	28x5 in.	9½ in.	6½ in.	4½ in.	13.00
460	30x6 in.	11 in.	7½ in.	5½ in.	16.00

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
New Britain, Conn. U.S.A.

EVERY TOOL GUARANTEED

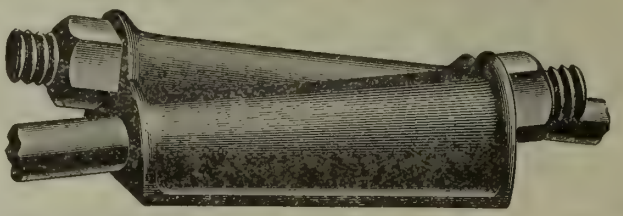


Special Display Case

Write for Price

THE MANUFACTURERS SALES CO., - Birks Bldg., MONTREAL

TANK LUGS



FOR ROUND RODS ON WATER TANKS, SILOS, ETC.

MALLEABLE IRON All sizes—⅜ inch to 1½ inch ready for immediate shipment

Also over-flow connections for wood tanks

OTTERVILLE MANUFACTURING CO.

OTTERVILLE, ONT. Limited

IT'S THE QUALITY *of* OUR BELTING

that we SELL, and it helps to sell it again.

How many times are you asked for some of the best belting? You should profit by handling a nice *assortment* of our various grades of belting. It's so easy to say the best, etc. It's easy to say it will last and that *we tan* the *belts* and select them from the best part of the *best hides*. We can prove it. *Let us do it for you.* There's money in *Belting, too*

Anything in Leather Belting or Lace Leather.

To-day is the day to let us hear from you.

J. L. GOODHUE & CO., Limited

Danville, :: :: Que.

The most generously handled belting factory in Canada

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND

ORNAMENTAL IRON WORK WIRE CLOTH AND WIRE GOODS

There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish. **Inquiries Solicited.**

CANADA WIRE GOODS MFG. CO.
HAMILTON



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.



Summer Rubs!

It is during this weather that much polishing is done—door knobs, letter box slits, brass on boats, etc. Is your stock of

Royal Polishes

sufficient to meet all requirements?
If NOT, increase it to-day. Shipments very prompt.

ROYAL POLISHES COMPANY
MONTREAL

JOSEPH RODGERS & SONS,

SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK

GRANTED 1682

Sole Agents for Canada

James Hutton Company
Montreal



Fully Warranted

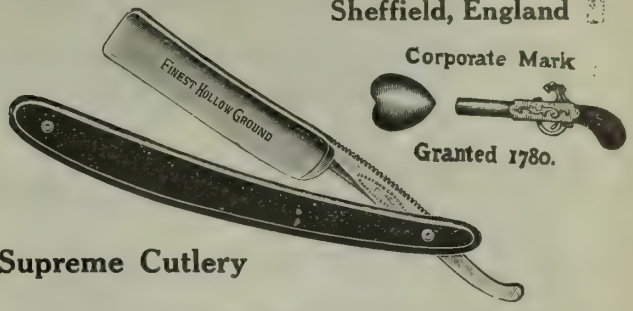
No. 3—for Cross Cut Saws, single tooth
No. 4— " " " Double "
No. 5— " Timber and Board Saws

These are the Standard Saw Sets used by the leading saw mills for cross cut, circular, timber and board saws.

CHAS. MORRILL, - 271 Broadway, NEW YORK

Jonathan Crookes & Son

Sheffield, England



Corporate Mark

Granted 1780.

Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

"VOL-PEEK" GRANITE CEMENT

NOW is the time to sell this CEMENT. Just mention "ANY POTS AND PANS IN HOLES?" to your customers. Tell them it will mend holes in anything. One package will mend FIFTY holes and not any tool necessary but your hands. It sells on sight. Neat display easels supplied the trade. To-day is the day to write for prices.

H. NAGLE & COMPANY
MONTREAL, QUE.



A PULL TURNS ON THE LIGHT

Better than electricity or city gas, cheaper than coal oil or candles. Steady, white, brilliant; ¼ cent per hour for 500 candle power.
Lighted or extinguished by a pull of chain and regulated to any desired candle power in the same way.
Absolutely Safe, permitted by all insurance companies. **More Light Means More Business.**
Delivered ready for any one to install.
Write now for circular and special price to merchant direct.
For stores, homes, churches, hotels, etc. First class agents wanted.

MACLAREN & CO.
Gasoline Lighting Systems
MERRICKVILLE, ONT.

You Will Save Money
By Using

"Neptune Unrivalled" Patent Steel Fencing Wire

and

"IGEL" BARB WIRE

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft arlswerk, M. E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

Glues, Gelatines and Size

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for

QUALITY and VALUE

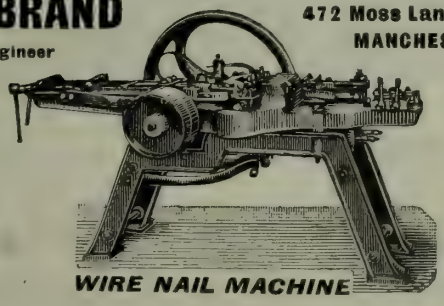
cannot be excelled.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 **Appley Bridge, Wigan, Lancs., England**

Ed. BRAND
Engineer

472 Moss Lane East
MANCHESTER, ENG.



WIRE NAIL MACHINE

Every description of the most modern and complete Machinery for Wire Drawing, Netting, Weaving, Improved Automatic Machinery for making Barb Wire, Quadrangular-mesh Netting, Staples, Wire Nails, Rivets, Wood Screws, Wire Mattresses, Foot Mats, Cotter Pins, Electric Welded Steel Chains, Furniture Springs, Pins, &c., &c. Correspondence solicited.

RIVETS

IRON—COPPER—BRASS

Tinned, Coppered or Plated Finishes

Every Shipment Guaranteed. Prompt Delivery

Get our quotations before buying

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

We also do JOB PLATING



Some good reasons why you should sell our Trough and Conductor Pipe

We no longer make trough on a brake. The ordinary way is not good enough for us. But we make it by an improved method. Each length is made on a heavy power press *over the same form* so that they are *exactly alike*. Uniformity of shape, accuracy of fit are therefore assured.

No other maker of trough in Canada is using this improved method. Please remember that fact when ordering trough.

Also remember that our trough is *easier to erect* and *requires less* solder, thus saving you time and money.

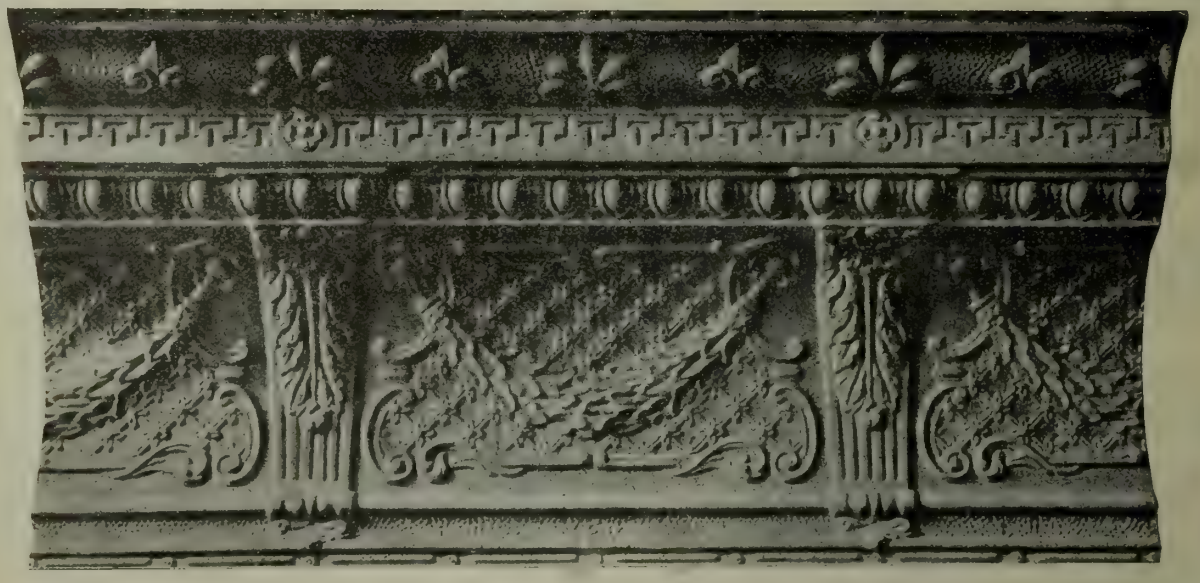
You can have trough made by this improved method in any gauge of steel, and with square or round bead. We make a specialty of circular trough, curved any radius you desire.

We make our *Conductor Pipe* just as carefully and accurately as we do our trough. So if you want superior trough and conductor pipe at very reasonable prices, just write us for quotations.

METAL SHINGLE AND SIDING CO., Limited

Branch Office and Factory, Montreal, P.Q. **PRESTON, ONTARIO**

Our goods are carried in stock at the following centres: St. John, N.B., Emerson & Fisher; Quebec, J. A. Bernard; Toronto, G. P. Breckon & Co.; Winnipeg, Clare and Brockest; Calgary, Ellis & Grogan; Vancouver, Wm. N. O'Neil & Co.



"Galt" Metal Ceiling

"Lead and Steel Die Process."

Notice the sharp, clear-cut embossing of this new Colonial-Empire Cornice of ours. It's an example of how carefully and faithfully the detail in our ceilings is brought out.

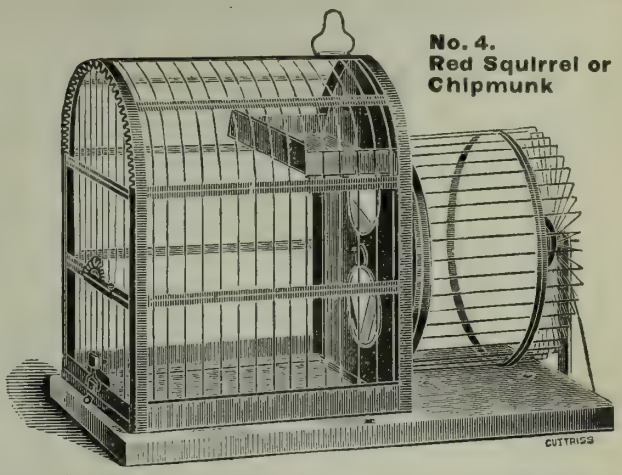
By our "Lead and Steel Die Process," a lead upper-die in which the pattern is kept sharp and fresh by frequent renewing, is used with a hardened-steel lower-die in which the design is moulded and beads are cut.

"Galt" Metal Ceiling contains no cracks or other defect caused by worn or warped dies. A clean, sharp impression in a good steel plate. Costs no more than old-fashioned stuff. Why not try it on your next job? Catalog "A-3" sent upon request.

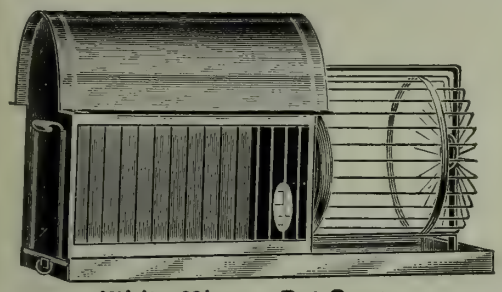
The Galt Art Metal Co., Ltd., Galt, Ont.

Japanned Bird Cages
Brass Bird Cages
Breeding Cages
Mocking Bird Cages
Lark Cages
Travelling Cages
Squirrel Cages
White Mouse Cages

White Rat Cages
Trap Cages
Parrot Cages
Seed Cups, Baths, Springs
Chains, Hooks, Nests
Perches, Swings, Screens
Cuttle Fish Holders, etc.



No. 4.
Red Squirrel or
Chipmunk



White Mice or Rat Cages

Catalogue and prices on application.

MERRICK-ANDERSON CO.
Winnipeg Distributors

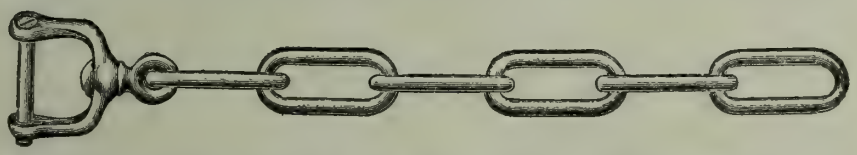
E. T. WRIGHT & CO.
(H. G. WRIGHT)

HAMILTON
Canada

Sole Manufacturers of Bird and Small Animal Cages in the Dominion

---

Electric Welded



Highest Quality

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

Coil Chain ***Logging Chain*** ***Heel Chain*** ***Loading Chain*** ***German Coil*** ***Halter Chain*** ***Tie Outs*** ***Cow Ties***

McKINNON CHAIN COMPANY

BUFFALO, N.Y. ***ST. CATHARINES, ONT.***

H. BOKER & CO.'S POCKET KNIVES



Mr. Hardware,

Have you among your customers a man who can put a good edge to a knife and who is very particular to have a good edge on his knife?

Sell him a "Boker" knife and he **will** be pleased. The **Boker** knife has a better edge than any other in the market, and its edge **will** last **longer** and **do more** work than any other.

The **Boker** knife can be **resharpened** to a fine keen edge and is unexcelled.

For sale by all Leading Wholesale Hardware Houses.

A Most Popular and Profitable Line!

The Knife illustrated here has proved a splendid seller. Made of high Carbon Sheffield Steel, it is guaranteed to hold its edge in every day use. Handled with the best English Celluloid, warranted secure. Write for our complete Catalogue.

McGlashan, Clarke Co., Limited, Niagara Falls, Can.

Agents
J. Mackay Rose
88 McGill St.
Montreal, Q.
N. F. Gundy
61 Albert St.
Toronto Ont.



Agents
David Philip
291 Portage Avenue
Winnipeg
Man.

"THE SECRET OF SUCCESS"

IS A SUBJECT IN WHICH MANY PEOPLE ARE INTERESTED

In business life *SUCCESS* is variously attained.

W have found that the best way to *gain* it *is to make* the *right class of goods;* make them a little better than the other man, and *quote a fair price.*
"*DOMINION BRAND*" Tarred Felt is an article which will help *you* to *success.* Our *Coal Tar Roofing Pitch* and other roofing materials are just as well manufactured, and are just as saleable. Let us handle a trial order for you.

LOCKERBY & McCOMB, Ltd., 65 Shannon St., Montreal

Sell The Tobin Gun!

It's guaranteed reliable and *made in Canada.* Every Tobin Gun is built to sell another. Shoot well, wear well and are profitable to handle.

The 'Tobin' Gun is the most simple in construction of all Hammerless Guns and is noted for its fine finish and accurate shooting qualities.



Send for Catalogue and details.

Tobin Arms Mfg. Co., Limited **Tobin Simplex Guns** ***Woodstock, Ont.***

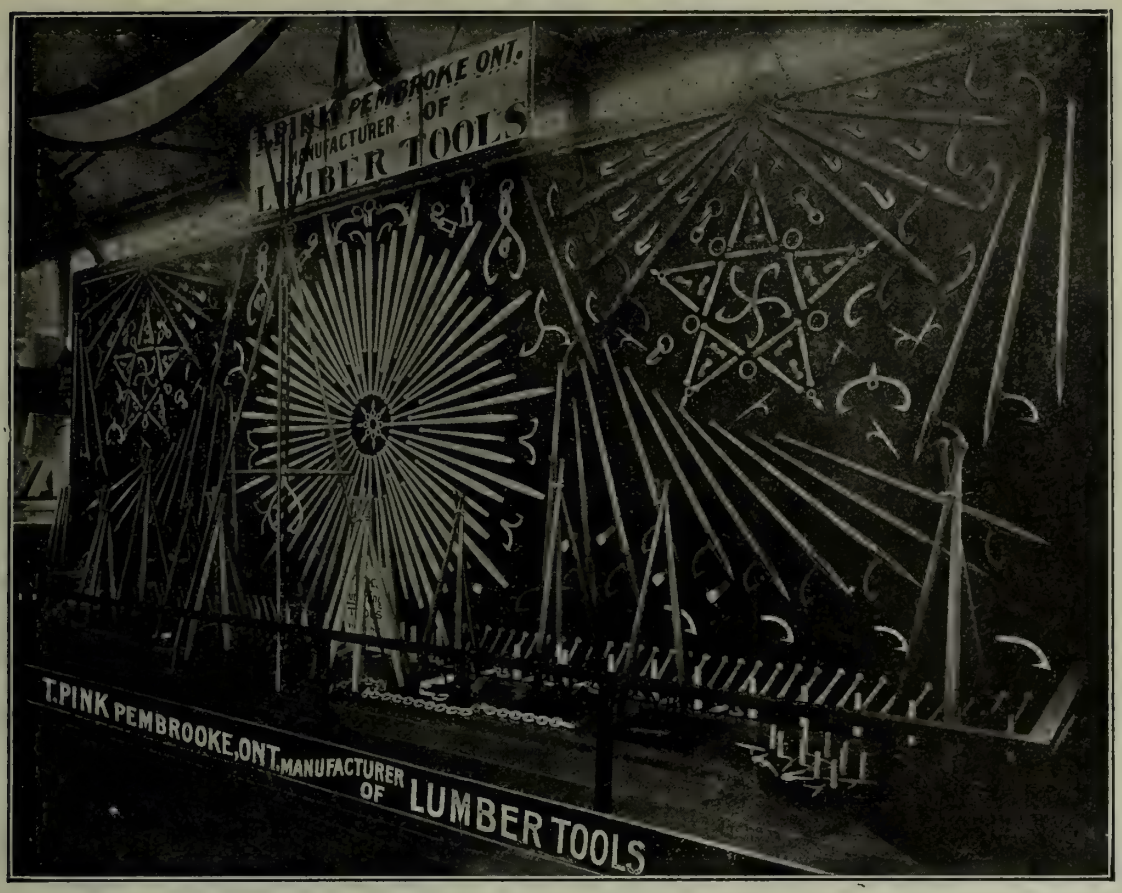


DO YOU REALIZE

what great opportunities for increasing your profits there are in selling high-grade metallic ceilings, walls and roofing? If you were to introduce the McFarlane & Douglas line to the owners of the buildings under construction or alteration in your locality you would certainly get some good business. The McFarlane & Douglas line is the most attractive and varied line of metal ceilings, walls and roofing on the market.

If you haven't got our Catalogue, write for a copy.

McFARLANE & DOUGLAS, Limited, : OTTAWA, CANADA



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

You Can Drill for Less Money

with the



"Hercules" High Speed Twist Drill

Than any other, because it is **TWISTED** while hot from the latest improved **VANADIUM HIGH SPEED STEEL**, giving it great strength and toughness.

TRADE W B MARK

It will take an exceedingly **HEAVY FEED** without danger of breakage and will give more service for the money than any other High Speed Twist Drill.

Fitted with Taper Shanks, usually one size larger than regular, therefore no special chucks or sockets are required.

TRADE W B MARK

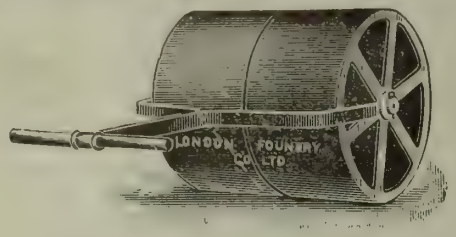
We Carry the Largest and Most Complete Line of Twist Drills in Canada and Make Instant Shipment.

The Whitman & Barnes Mfg. Co.

ST. CATHARINES, ONTARIO

HAND ROLLERS

Just the Thing for Rolling Lawns



Two Section Hand Roller

Made entirely of cast iron and steel, with 2-inch axle on which revolve two cast iron drums, each 12-inch tread and 22-inch diameter.

One Piece Hand Roller

18-inch tread and 26-inch diameter.

Water Ballast Hand Roller

36-inch tread and 30-inch diameter.

Write for Catalogue and Prices

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA

"The Cup That Cheers, but not Inebriates"

in perfection for all who use our



Mission Style Tea Kettles and Stands

A handsome appearance, combined with undoubted utility makes these kettles the very thing for a gift for any occasion.

You should meet the demand by ordering promptly

Send for our complete Catalogue

The Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:

H. F. McINTOSH & CO., 28 Toronto St., Toronto



A Boon to the Housewife

Any device that will save the housewife's toil is in big demand, and you'll find the ***"MAPLE LEAF CLOTHES DRIER*** the best seller you've ever handled for this reason. Clothes are dried independent of weather, easily adjusted, quickly filled and emptied. Packs away in small compass. Hangs in hottest part of the room next to ceiling. This drier is the very last word in up-to-date home "labour-savers" and positively sells at sight. Send for prices and terms and send to-day.

RONALD MacMASTER, Vancouver, B.C.

Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at

Montreal, Que. Hull, Que.
Marlbank, Ont. Belleville, Ont.
Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

Head Office:

Montreal

Sales Offices:

Montreal - - Toronto
Winnipeg - - Calgary

The AYLMER



Branch Pipe Double Acting Force Pump fitted for Windmill or Hand use.

New Adjustable Base and Union Spout. This pump is adapted for any and all wells from a 5 5/8 inch hole up and any depth well up to 100 feet. These Pumps are fitted with Brass Upper Cylinders, Expansion Plungers, Steel Bolts, and large Airchambers. They are our best and latest goods.

Manufactured only by

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

CHANCE'S FAMOUS FIGURED GLASS

To Architects, Builders and Contractors we will send, on request, a sample box of the famous Figured Glass manufactured by

CHANCE BROS. & CO., Ltd.
Near Birmingham, England

Samples include Figured, Muffled and Rolled Cathedral Glass, in a variety of patterns and tints.

Write now—you'll probably find among these samples just the glass for which you have been looking.

ADDRESS THE CANADIAN AGENTS

B. & S. H. THOMPSON & CO.
LIMITED
381 ST. PAUL STREET, - - MONTREAL

Traveling Salesmen! Over hear of Hugh Chalmers?

He is the man, who, at the age of 30, was so good a salesman that his firm paid him $75,000 a year.

Anything such a man has to say about salesmanship certainly can be read with entertainment and profit by every salesman in Canada.

Not long ago, Mr. Chalmers gave two public addresses concerning salesmanship. We are printing these two addresses in a neat pocket-size pamphlet and want to send a copy of it free to every salesman in Canada.

No strings on this.

The Pamphlet is FREE to every salesman.

All you need do is to write us stating your name, your private address and the name of the house you represent.

We want these particulars simply by way of proof that you are a traveling salesman because we charge non-salesmen 50c. a copy for the pamphlet—and it's well worth it, too! But, remember, it is perfectly FREE to traveling salesmen.

Better write for YOUR copy now.

The MacLean Publishing Co., Ltd.
10 Front Street East, Toronto



The Monitor Acetylene Generator

Canadian Patent No. 118,217

Are you ready to install this up-to-date lighting plant?

It has been approved by the Canadian Board of Fire Underwriters for installation in any insured building in Canada. Absolute safety, perfect action, uniformity of gas pressure, simplicity, ease and safety of recharging, are features of the "Monitor." The Carbide Feeding Device operates outside and not within, hence cannot possibly form accretions, become clogged or encrusted with lime salts, thus cannot go wrong.

Write for Catalogue and particulars

DEPARTMENT E.

Monitor Manufacturing Company
FREDERICTON, N.B.

YOU CAN MAKE MONEY by SAVING MONEY for your customers!

SELL them only what is reliable and what YOU KNOW will give the BEST results for the MONEY.
Our reputation is behind all these BRANDS

BLACK DIAMOND Tarred Felt  *JOLIETTE and CYCLONE Sheathing.*

We also sell wrapping papers of all descriptions

ALEX. McARTHUR & CO., Limited

82 McGill Street MONTREAL

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb ... 0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 50c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal.—Extra, 12½c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb.

Lion Metal Co., Montreal. — Lion Extra, 60c.; Genuine, 50c.; Crown, 40c.; Antifriction, 30c.; Special, 25c.; "A," 20c.; "B," 15c.; "C," 12c.; Mag Metal, 10c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates 3-16 inch.....	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb.....	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.	
Casting ingot.....	13 50	13 50
Cut lengths, round bars, ½ to 2 in.. .		21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..		23 00
Plain, 16 oz., 14x48 and 14x60.....		22 00
Tinned copper sheet, base.....		24 00
Planished base.....		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1....		20 00
" " No. 2.....		19 50
Middlesboro, No. 3 pig iron..	17 75	20 00
Summerlee, No. 2 " ..	20 25	22 50
Carron, special.....	20 00	....
Carron, soft	19 75	...
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow.....	17 75	20 50
Glengarnock.....	....	22 50
Radnor, charcoal iron.....	32 00	32 50
Ayresome, No. 3.....	18 75	....
Ferro Nickel pig iron (Soo)....		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...		27 50
Angles..... ..... base	2 50	2 50
Common bar, per 100 lb.....	1 90	2 05
Forged iron	2 05	2 20
Refined "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel.....	1 90	2 15
Sleigh shoe steel.....	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign).....	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 40	2 50
Mining cast steel.....	0 07½	0 08
High speed.....	0 65	0 65
Capital tool steel.....	0 50	....
Cammell Laird.....		0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel.....	0 06½	....
Silver tool steel.....	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch.....	....	0 06
½ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets.....	2 40		2 60
All bright, 52 sheets.....	3 50		3 50
Galvanized—	Apollo	D. Crown	Ordinary
18x24x52.....	4 45	4 45	4 35
60.....	4 70	4 70	4 60
20x28x80.....	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20....	3 60	3 35	3 60	3 60
22-24....	3 65	3 40	3 65	3 65
26.....	4 05	3 80	4 05	4 05
28.....	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 25 cents extra.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch.....	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 10½
Light copper bottoms	0 09½	0 09½
Heavy red brass.....	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass.....	0 06	0 06½
Tea lead.....	0 02½	0 02½
Heavy lead.....	0 02½	0 02½
Scrap zinc	0 03	0 03½
No. 1 wrought iron	12 00	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate.....	12 50	13 00
Malleable	9 00	8 00
Miscellaneous steel	5 00	6 00
Old rubbers....	0 09½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 50	3 75
Imported pig, per 100 lb.....	3 75	3 85
Bar pig, per 100 lb.....	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll...	5 00	5 00
Sheets, 3 to 6 lb. ft.....	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 20	0 20
Wiping	0 18½	0 19

SHEET ZINC.

5-cwt. casks	6 75	6 75
Part casks.....	7 00	7 00

SPELTER.

Foreign, per 100 lb	5 75	5 75

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $35 00 35 00

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$5 50
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

'Dominion Crown Best"—Double Coated, Tissued.

	Per box
I C, 14 x 20 base.....	5 75
I X, 14 x 20 "	6 75
IXX 14 x 20 "	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base.....	4 25
I X, 14 x 20 "	5 00
I XX, 14 x 20 "	5 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. }	
" 14x60, " }	6 75
" 14x65, " }	

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "	....	8 00

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

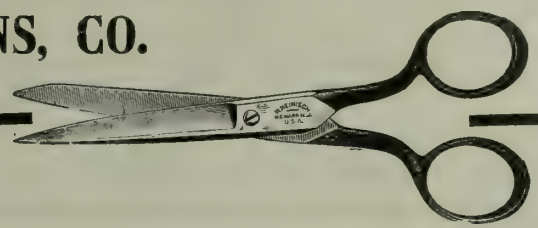
Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18 $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21 $7 — No. 22, $7.30 — No 23, $7.65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27 $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. banks, 25c. —in ½-lb. banks, 38c.—in ¼-lb. banks, 50c—packed in casks or cases, 15c —bagging papering, 10c

HEINISCH SHEARS

TAILORS' SHEARS—TRIMMERS—SCISSORS—TINNERS' SNIPS

You will never lose the confidence of a customer through selling Heinisch Shears. On the contrary, you will gain prestige with every pair that goes out of your store. Eighty-five years of experience in shear manufacture are behind Heinisch Shears.

R. HEINISCH'S SONS, CO.
NEWARK, N.J., U.S.A.



Sold by all Jobbers

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs.. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 garge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ¾, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ¾, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks	per lb.
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of lead		0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow "	0 18
Golden ochre "	0 11
French " "	0 09
Chrome green "	0 11
French permanent green"	0 15
Signwriters' black "	0 17
Marine black, 25 lb. irons	0 05

GLUE.

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Brantford all-round glue, ½-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 19½	0 19½
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb., "	0 23½	0 23½
Tins, 1-lb., 100 in case	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	1 70
Canada Paint Co.'s pure	1 60
Globe house paint (Windsor)	1 25
"New Era" house paint (Windsor)	1 35
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson's "English"	1 60
Ramsay's paints, Pure	1 40
" Thistle	1 10
Martin-Senour 100 p.c. pure, base	1 70
Senour's Floor Paints, base	1 35
Jamieson's "Crown and Anchor"	1 50
Jamieson's floor enamel	1 75
Island City pure paints	1 50
Sanderson Pearcy's, pure	1 40
Robertson's pure paints	1 40

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 45
Bladders in bbls	2 70

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Prime white petroleum per gal		0 13
Water white "		0 15
Pratt's astral "		0 17½
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls		0 19
Benzine, per gal single bbls		0 17
Turpentine, single barrels	0 82	0 89
Linseed Oil, " raw	0 86	0 91
" " boiled	0 89	0 94

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's. white enamel	3 50
Canada Paint Co's sun varnish	3 00
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 50
C.O. Co's. Permanite, interior	2 00
" Herculo, exterior	2 50
" Reflex, floor	2 25
" Japanite Dryer	1 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 25	6 40
Elephant Genuine	6 25	6 40
Lily Pure	5 75	5 90
Tiger Pure	5 55	5 70
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		5 50
Brandram's B. B. Genuine	7 00	7 15
"Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 50	5 65
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 75	5 90
Island City pure lead	5 75	5 90
Sterling C.P.		5 75
" Decorators		5 25
Sanderson Pearcy's		5 75
Robertson's C.P., lead	5 50	5 65
Decorators' Pure	5 75	5 90

No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz. pairs.	
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 50
Double strap hangers, doz. sets		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		6 50
" " rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent
" " ⅝ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅝ and less	60, 10 and 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅝ and less	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list	75
Nuts, square, all sizes, 4½c. per lb. off	
Nuts, hexagon, all sizes, 4½c. per lb. off.	
Stove Rods per lb., 5½ to 6c.	
Stove Bolts 90	

Amatite ROOFING

"Easy to sell because consumers want a Roofing that needs no Painting."

IF *you* do not sell Amatite Roofing in your territory soon somebody else will, because there is a constantly increasing pressure from the consumer.

We are spending $100,000 on advertising annually to make this demand.

We are teaching the consumer to demand a roofing *that does not need painting.* The day of the "Paint-me-often-oids" is past. People everywhere are asking for the roofing with a *mineral surface* which will need no care.

Amatite costs no more than roofings that need continual painting. The customer gets 100% more value in a dollar spent on Amatite than on any of the old-fashioned so-called "rubber" or "gum" roofs. Send along your order.

The Paterson Manufacturing Company, Ltd., Montreal, Toronto, Winnipeg, Vancouver, St. John, N.B., Halifax, N.S.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BINDER TWINE.

500 feet, sisal	0 07½
500 " standard	0 07½
550 " " manilla	0 07½
600 " "	0 08½
550 " "	0 09

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, 45 p.c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.
Crescent brands, 70 per cent.

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 60	1 7
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz. 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLAMPS

Malleable swivel head, 4 in. 2 50
" adjustable, 4 in. 7 60
Carpenters, 3 feet. 3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts			3 00
3 " " "			3 55
4 " " "			4 80
5 " " "			6 60
" " "			8 00

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	3 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 neh, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz. 0 67

ESCUTCHEONS

Canadian, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths			2 75
10 " " "			3 00
12 " " "			3 50
15 " " "			5 00

Add extra 16c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs. 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent,
Galvanized washtubs, 45 per cent.

HAMMERS.

Tack, iron, doz.	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz., doz	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz	3 30

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch	per gross		8 00
" " ⅝ "	"		10 00
" " ¾ "	"		12 00
Leather, 1-inch	per doz.		4 00
Leather, 1¼ "	"		5 20
Web			3 45

HINGES.

Blind, discount 50 per cent.		
Heavy T and strap, 4-in	100 lb. net	7 25
" " 5-in. "		7 00
" " 6-in., "		6 75
" " 8-in.,		6 50
" " 10-in. and larger		6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 50
over 12 in. " 3 50
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $8.40; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—		
¼ x 5	per gross	2 25
5-16 x 5	"	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz.	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz.	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 11ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast, per doz. 8 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.10; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $5 10; do., 4 knives, $6.25; 9 in. wheel, 3 knives, 12 in. sizes, $6 75; do., 4 knives, $7.25; 10½ in. wheel, 4 knives, 12 in. sizes, $8.50; ball bearing, do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 3, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in package 6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz.	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1¾—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33½ per cent.
Pressed spikes, ⅜ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb. 4 50

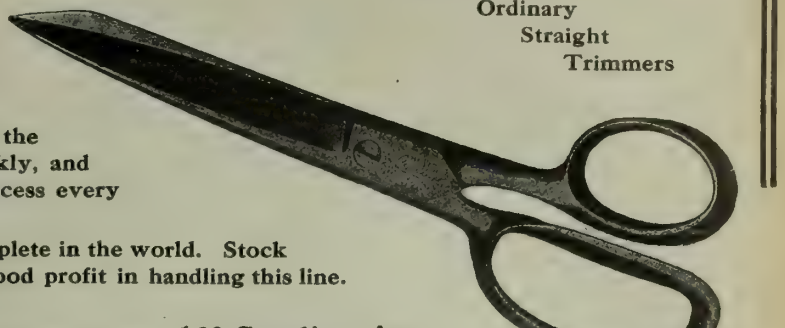
OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 42½%.
"Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

Shears that Sell



This cut represents our Ordinary Straight Trimmers

Are those with an unconditional guarantee behind them—CLAUSS SHEARS. They are made to cut the finest or the heaviest cloth, work easily and quickly, and cut from heel to point. By our Natural Gas Process every Clauss blade has a perfectly tempered edge.

The Clauss line of cutlery is the most complete in the world. Stock up with a good range of Clauss goods. There's good profit in handling this line.

Clauss Shear Company

169 Spadina Ave.
TORONTO

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
8, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pitts, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 10 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 09
Pure Manilla rope	0 10½
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Sisal bed cord, 48 feet, per doz.	0 65
" " 60 feet, "	0 80
" " 72 feet "	0 95

Cotton clothes line, 27½ off.

Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	0 30
Mattress twine per lb.	0 33 0 45
Staging "	0 27 0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 3c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 feet, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	3 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 30 lbs	1 40

SASH CORD.

No. 8, per lb. 0 24½

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 23½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

SCYTHE SNATHS.

Canadian, 40 per cent.

SCREWS	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
" iron, per doz.	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's	per doz. 0 65	1 00
North Bros., No. 30	per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net $2 85

SNAPS.

Harness, 25 per cent

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks	60

STAPLES

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	11

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

Nestable, 45 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common, per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 16 75

STONES—OIL AND SCYTHE.

Washita per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 22
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	22 00
" under 40 lb., "		24 00
200 lb. and over		28 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch poi shoe rivets, 45 and 10; cheese box tacks, trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	2 50
Chesterman's linen, No. 1222, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1340, 50 feet	4 20

TROWELS

Disston's, 10 per cent.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs.		3 55
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz.	73 75
Square " "	77 50
Dowswell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	172 50

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz.	46 25
Improved Royal Canadian, 11 in.	43 75
Eze, 10 in., per doz	47 25
Bicycle, 11 inch	58 25
Trojan, 12 inch	101 50
Challenge, 3 year, 11 in.	49 75
Ottawa, 3 year, 11 in.	56 00
Favorite, 5 year, 1 in.	57 00

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shove handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and cund whiffletrees hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHER

Canadian, 50 per cent.

INDEX TO ADVERTISERS

Allan Hills Edge Tool 13
American Shearer Co 24
Anthony, M. B. 24
Anti Splash Filter Co 24
Armstrong Bros. Tool Co 25
Arnold Electric Cleaner Co 27
Atkins, E. C., & Co 20
Atlas Mfg. Co 24
Autolock Safety Cock and Bolt Co 2
Aylmer Pump and Scale Co 65

Banwell Hoxie Wire Fence Co 23
Barrett, W. L 24
Barker & Co., D. J 21
Barnett, G. & H. Co ..... outside back cover
Beardwood Agency 51
Beath, W. D. & Son 12
Boker, H. & Co 61
Bosse & Banks 24
Bowser, S. F., & Co., Ltd 52
Brand Ed 59
Brandram-Henderson, Ltd 48
Brantford Roofing Co 55
Bryan, Thos., Ltd 62
Buffalo Mfg. Co 64
Burrow Stewart & Milne Co., Ltd 14
Butterworth Foundry Co 14

Cameron & Campbell 21
Canada Bolt and Nut Co 12
Canada Cement Co 64
Canada Foundry Co 58
Canada Glue Co 6
Canada Metal Co 25
Canada Paint Co 50
Canada Screw Co 72
Canada Steel Goods Co 8
Canada Wire Goods Mfg. Co 58
Canadian Copper Co 45
Canadian Ferrosteel Co 21
Canadian Heating & Ventilating Co 19
Canadian Sales & Mfg. Co 25
Canadian Hart Wheels 24
Cartland & Son, Ltd. Jas 11
Carver File Co ..... outside back cover
Caverhill, Learmont & Co 5
Chadeloid Chemical Co 53
Chance Bros 65
Chesterman & Co., Ltd. Jas 54
Chicago Spring Butt Co. inside back cover
Clare Bros. & Co 18
Clare, Little & Co 24

Clauss Shear Co 69
Collins Mfg. Co 25
Connor, J. H., & Son 55
Copp, W. J., Sons & Co 43
Corbin Cabinet Lock Co 55
Crookes, Jonathan, & Son 59
Cummer Dowswell, Ltd 56

Davidson, Thos., Mfg. Co 8
Dennis Wire & Iron Co 23
Directory of Manufacturers 24 25
Disston, Henry, & Son 9
Dominion Cartridge Co 28
Dominion Wire Mfg. Co 11
Dorken Bros ..... outside front cover, 61
Dougall Varnish Co 52

Enterprise Fdy. Co 26

Ford Auger Bit Co 58
Frothingham & Workman, Ltd 4

Galt Art Metal Co 60
Gibb, Alexander 24
Gilbertson, W., & Co 23
Goodhue & Co., Ltd., J. L 58
Gourack Ropework Co 24
Greener, W. W 13
Greening, B., Wire Co 21
Grove Chemical Co 59
Guelph Spring and Axle Co 6
Gurney Fdy. Co., Ltd 16
Gutta Percha & Rubber Mfg. Co ..... outside back cover

Harris, J. W., Co 22
Hart & Cooley 20
Heinisch, R., Sons Co 67
Hemphill, T. W 24
Hill, Jas., & Co 60
Hobbs Mfg. Co 9
Howland, H. S., Sons & Co 7
Hoyle, Robson, Barnett & Co 43
Hutton, Jas., & Co 58

Imperial Varnish and Color Co 47
International Varnish Co 52

James & Reid 24
Jardine, A. B., & Co 43
Jones Mfg. Co., Ltd., D. F. The 23
Johnson's, Iver, Arms and Cycle Works 45

Kains, J. M., & Co 24
Kemp Mfg. Co 28
Kendrick, Ed 25
Kerr Engine Co ..... inside back cover
Kyle, P 24

Laidlaw Bale Tie Co 71
Leslie, A. C., & Co 45
Lewis Bros., Ltd 3
Lockerby & McComb 62
London Foundry Co 64
London Rolling Mill Co 45
Ludger Gravel 41
Lufkin Rule Co ..... inside back cover
Lysaght, John ..... outside front cover

McArthur, Alex., & Co 66
McClary Mfg. Co 15
McDougall, R., Co 55
McFarlane & Douglas, Ltd 62
McGlashan-Clarke Co., Ltd 62
McKinnon Chain Co 61
MacLaren & Co 59
McMaster, R 64

Malleable Iron Range Co 17
Manufacturers Sales Co 58
Maple City Mfg. Co 1
Martin, S. B 6
Martin-Senour Co 49
Maxwell, D., & Sons 57
Metal Shingle and Siding Co 25 60
Metallic Roofing Co 2
Millers Falls Co 51
Monitor Mfg. Co 65
Montreal Rolling Mills Co 47
Moore, Benjamin, & Co 49
Morrill, Chas 59
Morris & Bailey Steel Co 57
Morrison, James, Brass Mfg. Co 11

Nagle & Co., H 59
National Hardware Co 22
Newman, W., & Sons 24
Nicholson File Co 71
North Bros. Mfg. Co 1
Nova Scotia Steel and Coal Co 45

Oakey, John, & Sons 51
Oneida Community 55
Ontario Lantern and Lamp Co 56
Otterville Mfg. Co 58

Parmenter Bullock Co., The 27
Paterson Mfg. Co 68
Pearson, Geo. D. & Co 25
Pease Foundry Co 41
Peterborough Lock Co ..... inside back cover
Pilkington Bros 53
Pink, Thos 63

Queen City Oil Co 19 41

Ramsay, A., & Son Co 51
Reid, James 24
Robertson Mfg. Co., Ltd., P. L 59
Robertson, Jas., Co., Montreal 57
Rogers Sons & Co., Ltd., Henry 27
Ross Rifle Co 72
Royal Polishes Co 58

Samuel, M. & L., Benjamin, & Co 22
Scarfe & Co 53
Seymour, Henry T., Shear Co 23
Sharratt & Newth 25
Shaw, A., & Son 23
Sherwin-Williams Co 43
Simonds Mfg. Co 23
Simonds Canada Saw Co 12
Sonne, Thos., sr 24
Standard Paint and Varnish Co 51
Stanley Rule and Level Co 57
Stephens G. F 41
Sterne & Sons, G. F 11
Stewart Mfg. Co., Jas., Ltd 20
Still, J. H., Mfg. Co 1

Taylor-Forbes Co ..... outside front cover
Thompson, B. & S. H ..... outside back cover
Thompson & Gunn 25
Tobin Arms Mfg. Co., Ltd 62
Toronto Furnace and Crematory Co 6
Toronto Plate Glass Importing Co 25

Want Ads 40
Warminton, J. N 25
Watson Jack, & Co 59
Western Clock Mfg. Co. inside front cover
Western Wire and Nail Co 25
White Mop Wringer Co 6
Whitman & Barnes Mfg. Co 63
Winnipeg Paint and Glass Co., Ltd 43
Wostenholm's Cutlery 64
Wright, E. T., & Co 61

CLASSIFIED LIST OF ADVERTISEMENTS

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Anchors, Star Screw
Star Expansion Bolt Co., New York

Babbitt Metal.
Canada Metal Co., Toronto
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co,, Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting
J. L. Goodhue & Co., Danville, Que.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal

Bolts---Expansion
Star Expansion Bolt Co., New York

Box Strapping
J. N. Warminton, Montreal

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Bridle Rings---Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y
Frothingham & Workman, Ltd., Montreal
Hill, Jas., & Co., Ltd., London, England
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lockerby & McComb, Montreal.
Lufkin Rule Co. Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cable Dogs, Sebco
Star Expansion Bolt Co., New York

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chain.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Dowswell Mfg. Co., Hamilton
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines.
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton,
R. McMaster, Vancouver.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,
W. D. Beath & Son, Ltd., Toronto

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto.
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Drills---Brick and Stone
Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

Electric Dry Batteries
Canadian Carbon Co., Toronto

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engine Supplies, etc.
Kerr Engine Co., Walkerville, Ont.
Penberthy Injector Co, Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills. Montreal
Watson, Jack & Co., Montreal

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Ltd., Montreal

Filters
Anti-Splash Filter Co., Owen Sound,

Firearms and Ammunition.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass
Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes.
Dennis Wire & Iron Co., London

Furnaces.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing
Canada Metal Co., Toronto.
U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Galvanized Iron
John Lysaght, Ltd., Bristol, Newport and Montreal.

Glass
Pilkington Bros., Ltd., Montreal

Glass Cutters
W. L. Barrett, Bristol

Glass Ornamental
Pilkington Bros., Ltd., Montreal
Toronto Plate Glass Importing Co Toronto.
Consolidated Plate Glass Co., Toronto

Glass Wired
Pilkington Bros., Ltd., Montreal

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.

Glue.
The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appley Bridge, Eng

Guns
Harrington & Richardson Arms Co., Worchester, Mass.

Handles.
Still, J. H., Mfg. Co.

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganonoque
Taylor-Forbes Co., Ltd., Guelph, On

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.

Hoop Iron.
Frothingham & Workman, Ltd., Montrea
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Montreal Rolling Mills, Montreal.

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia

Ice Cutting Tools
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Ladders
Martin, S. B., Dalton, Ohio, U.S.A.

Lamps
Queen City Oil Co., Toronto

Lanterns
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont.
Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Lighting Fixtures
McLaren & Co., Merrickville

Locks, Knobs, Escutcheons, etc
Corbin Cabinet Lock Co., New Britain, Conn.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Ganaonoque
United States Steel Products Export Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co. Toronto, Ont.
Wright, E.T., & Co., Hamilton, Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
Queen City Oil Co., Toronto

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Dennnis Wire & Iron Co., London. Ont.
Canadian Wire Goods Mfg. Co., Hamton

Padlocks
Corbin Cabinet Lock Co., New Britain, Conn.

Pail Clasps
J. N. Warminton, Montreal

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne, Eng.
Canada Paint Co., Montreal.
Dods, P. D. & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co. Toronto.
Pilkington Bros., Ltd., Montreal
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Martin-Senour Co., Montreal

Paris Green
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne.

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Plows.
The Paris Plow Co., Paris, Ont

Portland Cement.
Canada Cement Co., Ltd., Montreal
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Razors.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Registers
The Canadian Ferrosteel Co., Bridgeburg, Ont.
Hart & Cooley Co., New Britain, Conn
A. Welch & Son, Toronto
Tuttle & Bailey Mfg Co, Bridgeburg, Ont

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Barber Asphalt Co, Philadelphia
Winnipeg Paint & Glass Co., Winnipeg
United Roofing & Mfg. Co., Philadelphia, Pa.
Lockerby & McComb, Montreal
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Simonds Mfg. Co., Fitchburg Mass.

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton, On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.

Silverware.
McGlashan, Clarke Co., Niagara Falls.

Snaps
Covert Mfg. Co., Troy, N.Y

Sprayers
Cavers Bros., Galt, Ont.
Thos. Davidson Mfg. Co., Montrea
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton
T. Collins Mfg. Co., Toronto

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey SteelCo., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Export Co., Montreal

Stencils
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton, Ont.

Stoves, Furnaces
D. J. Barker & Co., Picton, Ont.
Butterwotrth Fdy. Co., Ottawa
Burrow, Stewart & Milne Co, Hamilton
W J Copp, Son & Co, Fort William, Ont
Canadian Heating & Ventilating Co. Owen Sound.
Clare Bros., Preston.
Davidson, Thos., Mfg. Co., Montreal.
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Jas Smart Mfg Co, Ltd. Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock
Queen City Oil Co., Toronto

Tacks.
Montreal Rolling Mills Co., Montreal.
Canada Screw Co, Hamilton
U.S, Steel Products Export Co., Montreal

Tapes.
Lufkin Rule Co., Windsor, Ont
Jas. Chesterman & Co., Sheffield Eng.

Tin Plate.
A. C. Leslie & Co., Montreal

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal

Vacuum Cleaners
Universal Vacuum Cleaner Ltd., Montreal
Onward Mfg. Co., Berlin

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Washing Machines, etc
J. H. Connor & Son., Ottawa, Ont.
Dowswell Mfg. Co., Hamilton, Ont
D Maxwell & Son, St. Mary's, Ont
Walter Woods & Co., Hamilton

Washing Machines—Power
Excello Specialty Co., Berlin, Ont.

Wagons—Children's.
Woodstock Wagon Co., Woodstoc

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Clutch Nails
J. N. Warminton, Montreal

Wire Goods
Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

Woodenware
Wm. Cane & Son, Newmarket
Walter Woods & Co., Hamilton

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN

Nicholson

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

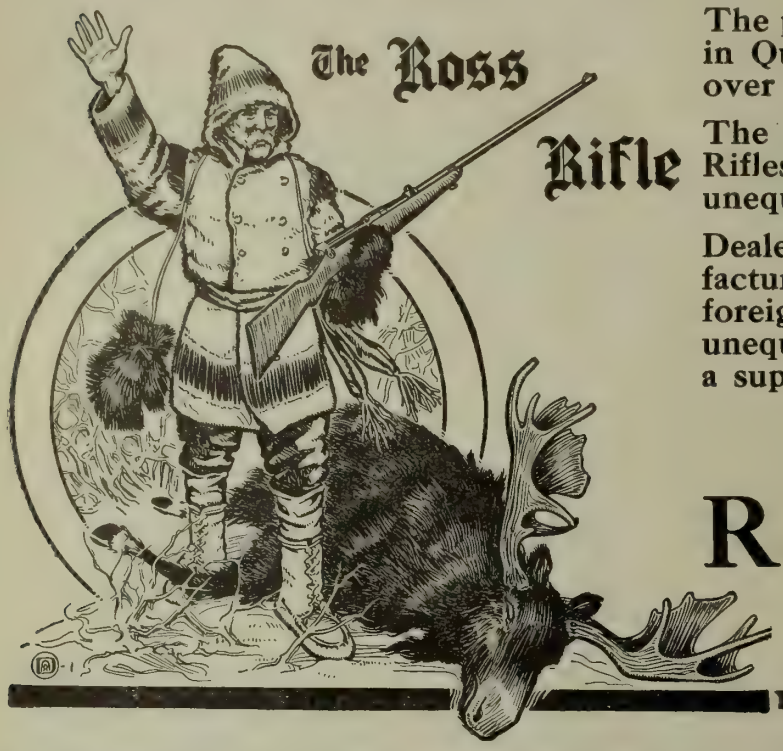
Don't let your stock get too low—unsatisfied inquiries mean lost customers.
Our specialty is a high-grade line of

WIRE NAILS

WIRE BALE-TIES. WIRE BARREL HOOPS.
BRIGHT AND ANNEALED WIRE OF ALL KINDS.
Ask your jobber for the Laidlaw line.

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO
Vancouver—George W. Laidlaw
Winnipeg—Harry F. Moulden

The "Made in Canada" Rifle



The plant in which the Ross Rifles are made in Quebec City represents an investment of over $1,000,000.00.

The Ross Sporting and the Ross Military Rifles are to-day unbeaten in their class and unequalled in their quality and value.

Dealers who take a pride in Canadian Manufacturers and prefer helping Canadian to foreign and at the same time sell goods of unequalled value can unhesitatingly stock a supply of Ross Rifles.

Write for Catalogue and Discounts

Ross Rifle Co.

QUEBEC, P.Q.



Jobbers

When you see this Trade Mark on a Package the contents are the best of their kind. The quality of our

STOVE and TIRE BOLTS; BRIGHT WIRE GOODS

Wood and Machine Screws; Wire Nails; Iron, Brass and Copper Rivets and Burrs; Tacks (all kinds); Staples; Corrugated Fasteners; Sink and Sleigh Shoe Bolts; Wire---Bright Coppered, Tinned, in coils or cut to lengths, etc., is unsurpassed and uniform.

All jobbers supply our goods

Canada Screw Company, Limited

TORONTO **HAMILTON** **MONTREAL**

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE, TESTED & PACKED





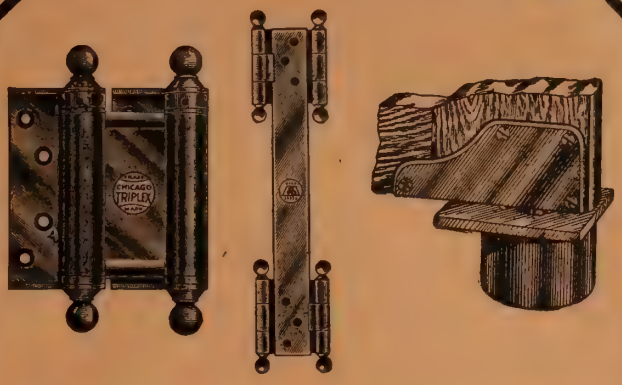


THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company.

CHICAGO NEW YORK

Send for Catalogue M 26

SAFE - WELL-FINISHED - RELIABLE



Cylinder Night Latch, No. 102

These are some of the features of our Rim and Mortise Locks and of our Inside, Front and Store Door Sets which commend them to every hardwareman. They are just the line to handle to influence the profitable Builders' Hardware Trade your way. Get our prices.

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bent Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., of Canada, Ltd.

Windsor, Ont.

London Office and Warehouse—24 and 26 Holborn.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1868 Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve  Medals

Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



EKERT PROCESS

TRADE **RADIUM** MARK.

PAT. IN CANADA 1907

VALVE DISCS



Nothing to equal them has ever been made

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Winnipeg Calgary Vancouver

"APOLLO"

Galvanized Sheet Steel

We carry a stock in all sizes and gauges and can make immediate shipment.

B. & S. H. Thompson & Co.

LIMITED

MONTREAL

DELTA

TRADE MARK

DELTA

DELTA FILE WORKS

CARVER FILE CO.

PHILADELPHIA, PA.

An independent organization not connected with the trust in any form, shape or manner.

FILES OF QUALITY

FILES

The Highest Grade File Made
The File You Will Eventually Buy

BE FILE Particular

AND USE

DELTA FILES

THERE IS A REASON

Absolutely Crucible Steel Used; Highest Grade of Skilled Labor Employed; Consequently, Longer Life and Greater Efficiency, and Economy to the User.

CARVER FILE COMPANY **DLETA FILE WORKS** Philadelphia, Pa., U.S.A.

AN INDEPENDENT ORGANIZATION NOT CONNECTED WITH THE TRUST IN ANY FORM, SHAPE OR MANNER

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 511 Union Bank Bldg.
New York: Rooms 1109-1111, 160 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, AUGUST 6, 1910 NO. 32

POCKET KNIVES
H. BOKER & COS
IMPROVED
TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS

For Sale by all the Leading Wholesale Houses

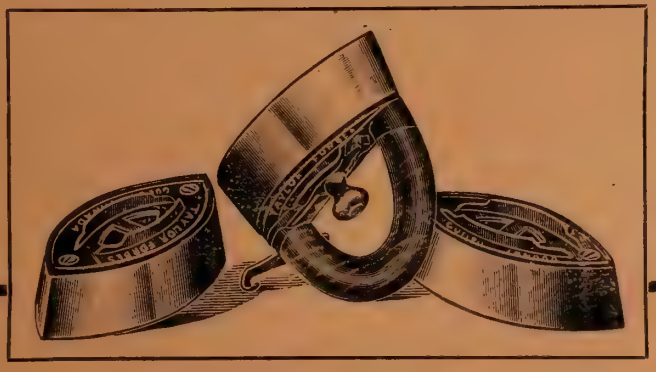
The Old Reliable
"Queen's Head"
Galvanized Iron
CANADA

ALWAYS DEPENDABLE
ALWAYS PERFECT

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

MRS. POTTS'



SAD IRONS

Like all Taylor-Forbes' Hardware, these sets of Sad Irons are of the best quality, well finished, and the most handy to use of any Sad Iron made. They are made in two patterns, either Nickel-plated, Coppered or with Polished Japan Top.

The Patent Stand fitted to the Handles is very handy and a strong selling feature. Ask for prices.

Taylor-Forbes Co., Limited

HEAD OFFICE AND WORKS

Guelph - Ontario

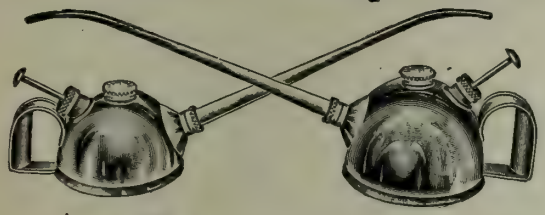
TAYLOR-FORBES CO., Limited, 246 Craig St. West, MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travellers Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENGLAND

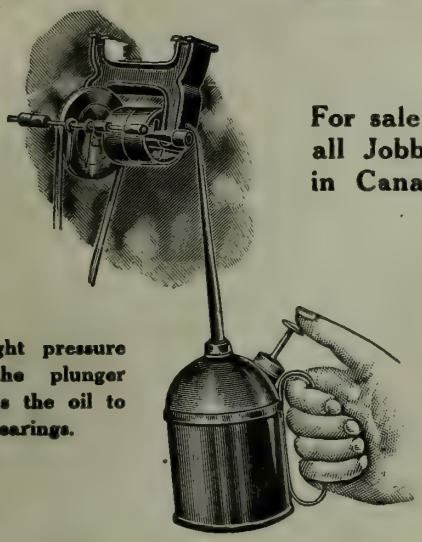


THERE'S MONEY in Community Silver, because it sells easily; because its high quality is exactly what the people want to-day; because it is the best advertised plated-ware on the market; because it offers fullest value to the consumer and the most generous profit to the dealer. ORDER NOW—and get your share.

ONEIDA COMMUNITY, LTD. - NIAGARA FALLS, ONT.

Howland's Pump Oilers



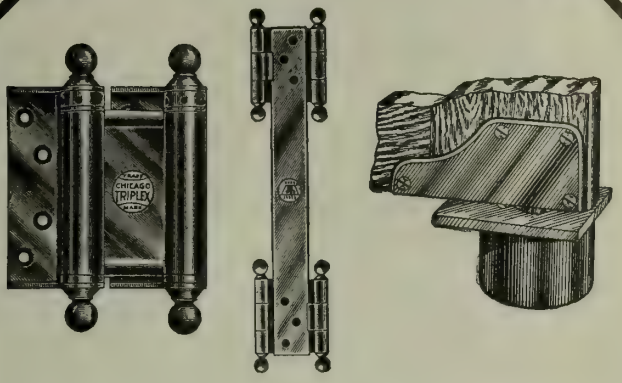


For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO TRADE CSB CO MARK NEW YORK

Send for Catalogue M 26

Are You Getting Your Share Of "YANKEE" TOOL Trade

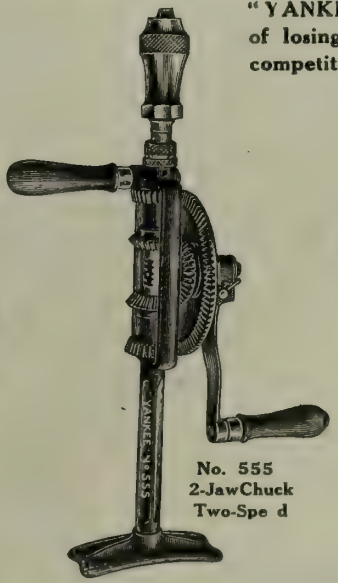
or do you turn it away? Every time you turn away enquiries for new "YANKEE" Tools you run chances of losing a good customer to your competitor. Think it over!



No. 1555
3-Jaw Chuck
Two-Speed



No. 545
2-Jaw Chuck
Two-Speed



No. 555
2-JawChuck
Two-Spe d

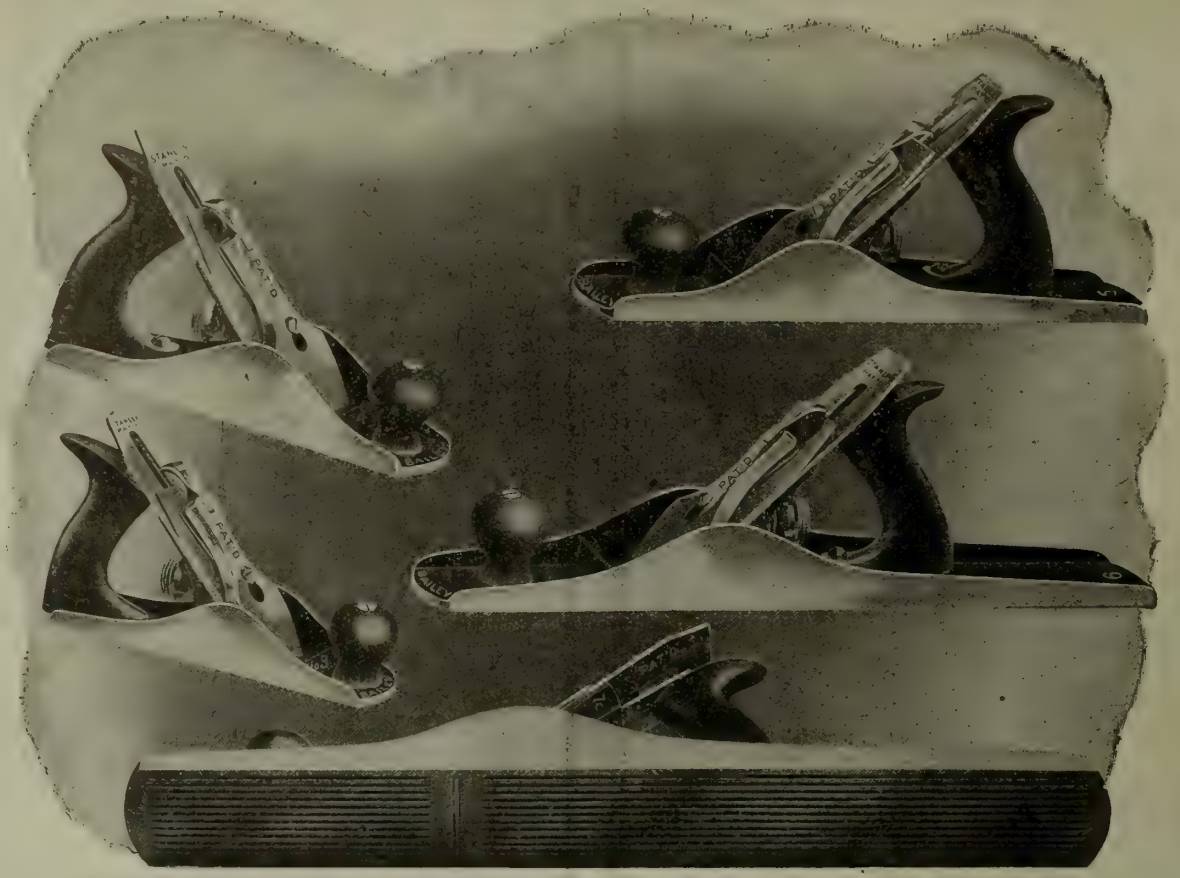


No. 1545
3-Jaw Chuck
Two-Speed

New "YANKEE" Tools are Coming in Fast.

Ask your Jobber to quote on the New HAND DRILLS shown here

NORTH BROS. MFG. CO., Philadelphia, Pa.



COPYRIGHT, 1909, BY THE STANLEY RULE AND LEVEL COMPANY

Stanley Tools

THE "BAILEY" Iron Plane has been the standard for over forty years and during that period has always maintained the leading position. From time to time other Iron Planes made in imitation of this celebrated plane have appeared upon the market. These imitation Planes are often put up with numbers and labels designed to make the consumer think that he is obtaining the "BAILEY" Plane. We are the sole manufacturers of the "BAILEY" Plane. Every Plane has the name "BAILEY" and the number cast in the bottom, and the name "STANLEY" is stamped on each cutter. Always insist that your order be filled with planes made by the Stanley Rule & Level Co., which carry with them a guarantee backed by a Company who have been manufacturing Carpenters' and Mechanics' tools for over half a century.

We are now prepared to ship from our Canadian Works all sizes of "BAILEY" Bench and Block Planes, also Bit Braces, Spoke Shaves and Pocket Levels. As fast as practicable we expect to increase the output of this plant to include other tools shown in our catalogue.

Address all communications to

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
New Britain, Conn. U.S.A.

EVERY TOOL GUARANTEED

"BLACK DIAMOND" CROSS CUT SAWS

All good business men know that every article that leaves their store is some sort of advertisement. If the article is first-class, you may hear about it again; if it is poor, you are sure to, and the chances are it will come back to you.

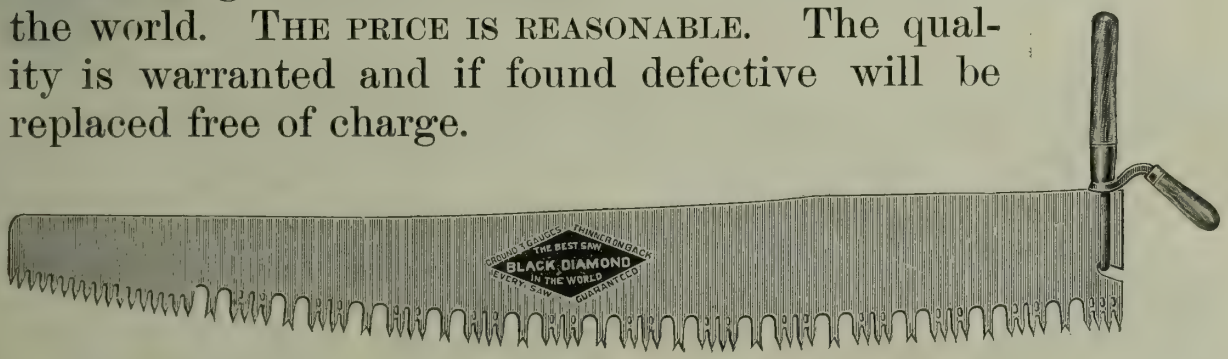


Our advice to you is to sell good goods at reasonable prices. In this class we offer you

"BLACK DIAMOND" CROSS CUT SAWS



These are guaranteed to be the fastest cutting saws in the world. THE PRICE IS REASONABLE. The quality is warranted and if found defective will be replaced free of charge.



"BLACK DIAMOND" SAWS AND TOOLS

ARE NEVER USED FOR PRICE CUTTING—WE WON'T PERMIT IT.

LEWIS BROS., Limited

EXCLUSIVE DISTRIBUTORS

Montreal

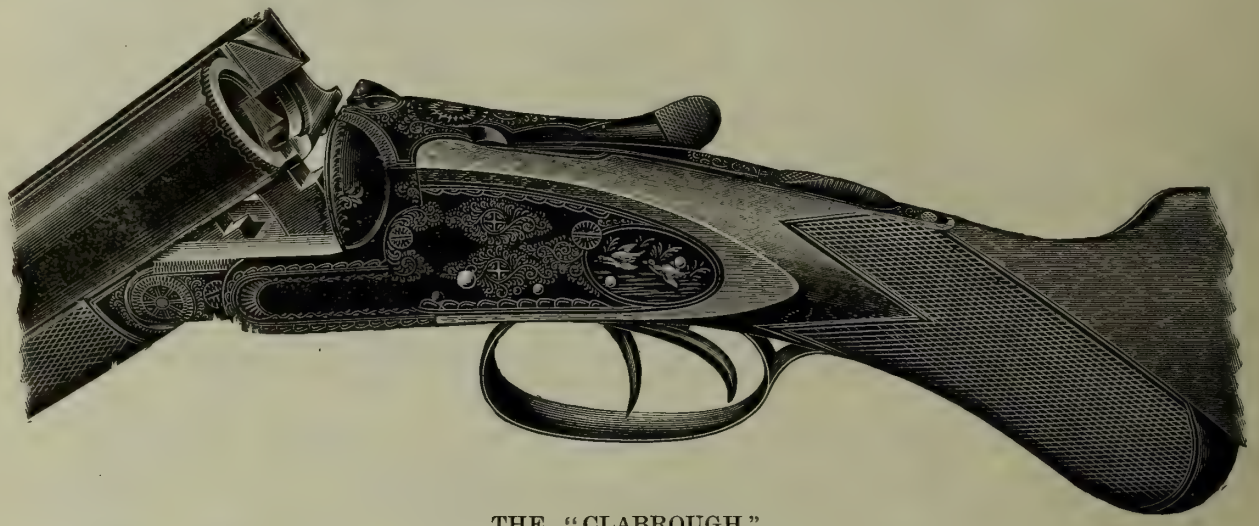
OTTAWA - TORONTO - VANCOUVER

SHOOTING SEASON

The live hardware merchants know that one of their busiest periods of the year is during the Shooting Season.

If you have never carried Firearms and Ammunition before, **Try it This Fall** and see how much easy-made money you have let slip into your competitors' pockets.

A small outlay will enable you to make a good display, and your stock is easily replenished. **Place a Sample Order Now.**



THE "CLABROUGH"

We carry one of the largest stocks of **Firearms and Ammunition** in the trade, and know our **Prices are Right.**

When in the market for any of this line do not forget to write us for prices, as our large stock consists of the best Single and Double Breech-Loading Shotguns on the market.

All Prices, ranging from Five to One Hundred and Twenty Dollars Each.

We carry only the Best Makes.

We Ship Promptly	See our General Hardware Catalogue for our Full Line. Ask our Travellers to show you Samples.	**We Ship Promptly**

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

Remington Shot Guns

Hammerless
Take-Down Pattern



Pump action, balances perfectly, raised matted rib helps shooter to take quick, accurate aim, 12 gauge, full choke bored, fine walnut stock, weight $7\frac{1}{2}$ lbs., capacity 6 shot.

Remington Take-Down Rifles

Hammerless



.22 calibre will take short, long, or long rifle cartridges. Positive safety. Bored by Remington system guarantees accuracy, fine walnut stock, rubber butt plate, weight $4\frac{1}{2}$ lbs.

Standard Hand-Operated Rifles

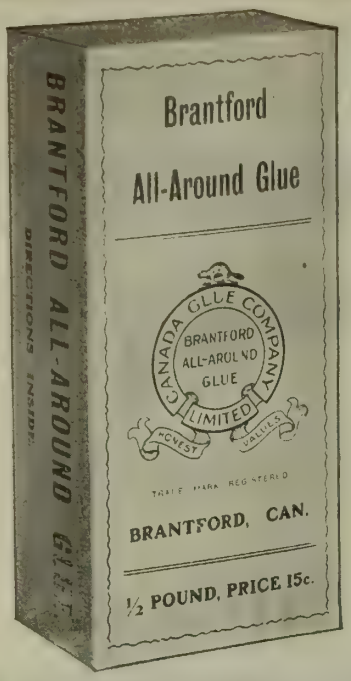


.30-30 calibre, taking Remington rimless cartridges, round tapered ordnance steel barrel, 25 in. long, six shots, fine Circassian walnut stock, positive safety, ivory tip front sight, sporting rear sight, weight 7 lbs. Only slide action hand-operated rifle taking high power ammunition.

See 1910 Sporting Goods Catalogue for full line Arms and Ammunition

Caverhill Learmont & Co

MONTREAL and WINNIPEG



Suggestion Leads to Sales

The Cabinet-maker, the Bookbinder, the Painter, the Carpenter needs **Glue** in his vocation—so does the householder in his **home!**

It will pay you to help them recollect their need by displaying prominently

BRANAFORD ALL-AROUND GLUE
(Granulated)

The High-grade Glue in the convenient package
Made in Canada

This method of packing glue is a new idea—an idea that makes the buying and selling of **Glue** more satisfactory both to you and your customer. It is clean, uniform, and prevents all waste.

AS FOR QUALITY—remember that the largest **Glue** manufacturing plant under the British Flag stands back of every package.

Brantford All-Around Glue is packed in one pound, one-half pound, and one-quarter pound cartons, retailing at 25c., 15c. and 10c. respectively. Ask for discount.

IF YOUR JOBBER CANNOT SUPPLY YOU—WE WILL

Canada Glue Co.
Limited
Brantford, Canada

MONTREAL 224 Lemoine St.
TORONTO 50 Front St. E

Manufacturers of Glue and Gelatine of all kinds, and for all purposes

3rds *for* 4ths

INSIST upon your cases being marked third quality, both 16 oz. and 21 oz.

WE SELL 3rd QUALITY at the same price as 4th quality, although 3rds cost us more.

DO YOU KNOW that the worst glass made in Europe is sent to *China* and to *Canada.*

INSIST upon getting 3rd quality. It costs no more than 4ths.

Consolidated Plate Glass Co.

DEALERS IN GOOD GLASS
Montreal Winnipeg Toronto



THE WHITE MOP WRINGER COMPANY

offers the **Largest Line of Mop Wringers** in the **World.** Latest improvements. Up-to-date.

Satisfaction Guaranteed

The Best Mop Wringer

Why? Because easiest to operate, wrings driest, and is the most durable on the market. Adapted to sheet iron or wooden pails. Free display rack. Liberal discounts. Write to-day for catalogue.

MADE IN CANADA

WHITE MOP WRINGER CO.
Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively

This Trade Mark Insures Genuineness Originality Perfection Satisfaction

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

Samson Ready Roofing



Samson Ready Roofing is made of the most durable, flexible composition for roofing purposes, and will resist any degree of heat or cold known in this climate. Any man with ordinary knowledge of tools can apply it without much effort, and its advantages are so positive anyone using it once will be quick to recommend it to his friends. You will find genuine economy in every roll of Samson Roofing, not only in the beginning but for years.

PUSH "SAMSON" ROOFING

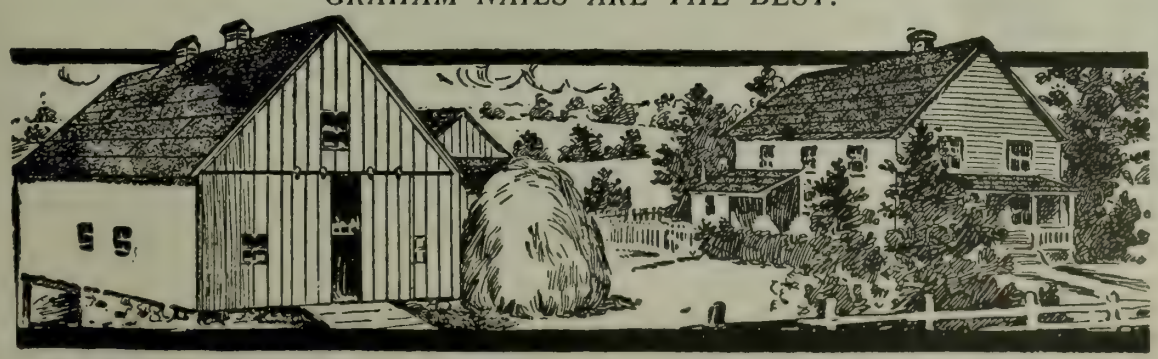
with good display and good advertising. Its quality and value deserves all the prominence you can give it.

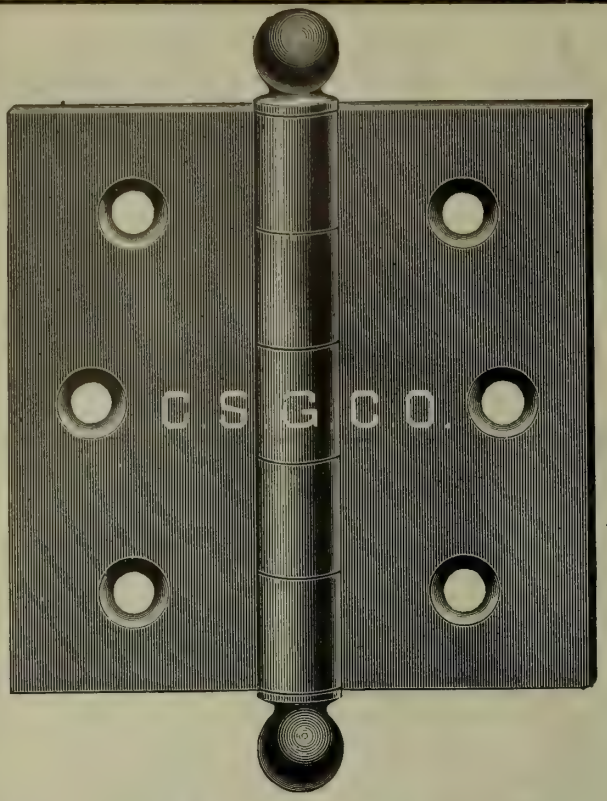
H. S. Howland, Sons & Co., Limited

Wholesale Hardware

WE SHIP PROMPTLY — **TORONTO** — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.





BUTT HINGES

A MERCHANT in one of the most progressive towns in Western Ontario writes us (unsolicited) that the carpenters always look to see if the Crescent Brand is on the Butts and if not they won't use any other make.

LIKELY your Butt and Hinge business is not as large as it might be and

Perhaps that is the reason

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

Seasonable Goods

Water Coolers

with or without Carbon Filters



Nicely Japanned in attractive colors and ornamented.

PLATED FAUCETS

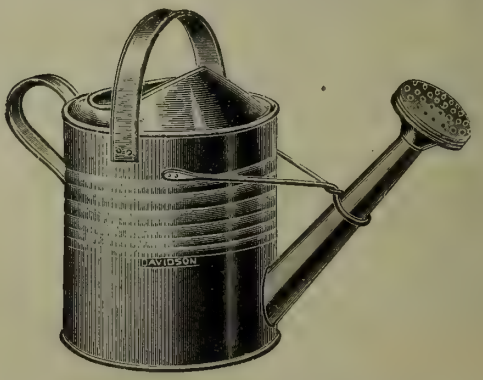
We can supply them in the following sizes:

Without Filter
Gallons: 2, 3, 4, 6, 10, 15

With Filter
Gallons: 3, 4, 6, 10

Each Cooler carefully packed in a separae case —which assures delivery in perfect condition.

Sprinklers



Japanned in Bright Green with Patent Cleanable Rose

7 Sizes. Quarts, 1, 2, 3, 6, 10, 14, 16

GALVANIZED

Very Strong and Made to Last

3 Sizes, Quarts 10, 16, 20.

Write for Prices

THE THOS. DAVIDSON MFG. CO., Limited, Montreal and Winnipeg

Disston "Hand" Hack Saws





This product of the Disston works is perfectly adapted to modern condition both in the shop and on structural operations. It can be used easily and freely in many places where it would be difficult to use a blade in a regular hack saw frame.

The Disston "Hand" Hack Saw is made of Disston Crucible Steel specially high in temper. It is hollow ground for clearance. Regularly made 12 point for cutting iron and steel, and 10 point for copper and brass.

Sizes range from 16 to 30 inches. Same as above.

HENRY DISSTON & SONS

Incorporated

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, PA., U.S.A.

Canadian Works: Fraser Avenue, Toronto, Canada.

IT PAYS TO SELL THE "CHRISTY"

As it is British Made Throughout

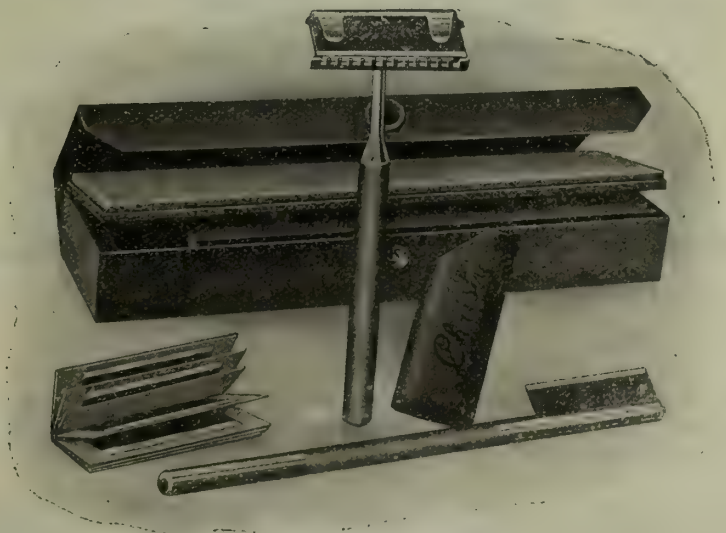
Shows a

Good Profit

For the

Hardwaremen

Write for Terms to the Sole Manufacturers

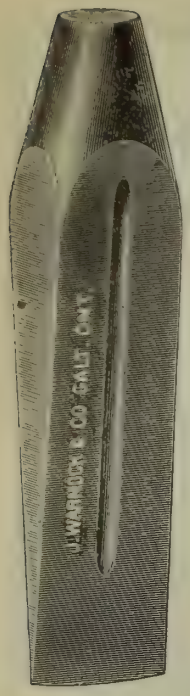


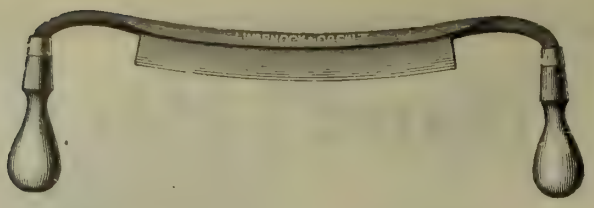
The "CHRISTY" Safety Razor Outfit.

Complete WITH Six Sheffield Steel Blades, Strop-Holder, and Strop.

RETAIL PRICE: $1.50

The Christy Safety Razor Co., Ltd., 147, Queen Victoria Street, LONDON, ENGLAND.







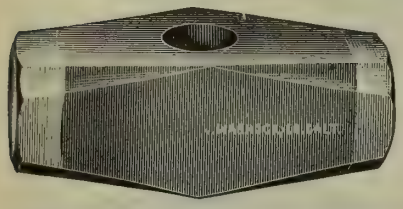
Edge Tools and Hammers Made of Sheffield Steel

By Expert Canadian Workmen

Our Goods give perfect satisfaction.
It pays to stock them.
Sold by all Jobbers.

Allan Hills Edge Tool Co., Limited

Galt - Ontario







ASK FOR

DOMINION

GALVANIZED SHEETS

Union  ***Jack***

H R S & Co

Tin and Canada Plates, Black Sheets, Hoop Iron, Bars and Terne Plates



Manufacturers of this well-known Table and Pocket Cutlery, Scissors, Razors, Etc.
Cabinets of Cutlery and Pearl Goods arranged in the newest designs.
Cutlery Case Goods and Flatware carried in stock in Montreal.

HENRY ROGERS, SONS & CO., LIMITED

Established over 100 Years ***SHEFFIELD and SOUTH WALES***

Office for Canada: 6 St. Sacrament Street, Montreal

TRADE PENBERTHY MARK

Oil and Grease Cups are the Best. They Always Sell Easily.



SALUTE
Sight Feed Snap Lever Oil Cup.
A fine Oiler for Stationary Bearings.

Every-one Knows Our Goods



SULTAN
Gas Engine Cylinder Oiler.
Every Gas Engine Owner should use the Sultan.

They Like To Buy Them



SHORT STOP
Brass Shell Sight Feed Oiler.
The Brass Shell protects the Glass from being broken.



SAMSON
Screw Compression Grease Cup.
Very Strong and Reliable.

None Better Any-where



SATURN
Plain Compression Grease Cup.
One of Our Best Sellers.

Take This Tip Now, Stock Them



SILEX
Self-Feeding Grease Cup.
"It just feeds itself as long as you wish."

MANUFACTURED BY

Penberthy Injector Co.

LIMITED

WINDSOR, - ONT.

Bell Brand Horseshoes

TRADE MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited	BELLEVILLE
Toronto Bolt and Forging Company, Limited	SWANSEA, SUNNYSIDE
Gananoque Bolt Company, Limited	GANANOQUE
Brantford Screw Company, Limited	BRANTFORD

Head Office - - - - TORONTO, ONTARIO

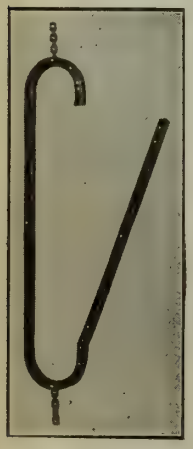
Simonds "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. Montreal, P.Q., Vancouver, B.C., St. John, N.B.



Patent Pending
OPEN

Beath's Stanchion Cow Tie

A MARVEL OF SIMPLICITY, STRENGTH and RELIABILITY

Excels in Every Point—Good Appearance—Absolutely Noiseless—No Springs—Sanitary
Made of High Carbon U Bar Steel—Extra Heavy
Hinge and Lock Simple, Easy working and Strong—No trappy mechanism to get out of order

Every farmer building new barns or remodelling their stables should adopt Beath's Stanchion Cow Tie. Used and endorsed by leading stock men everywhere.

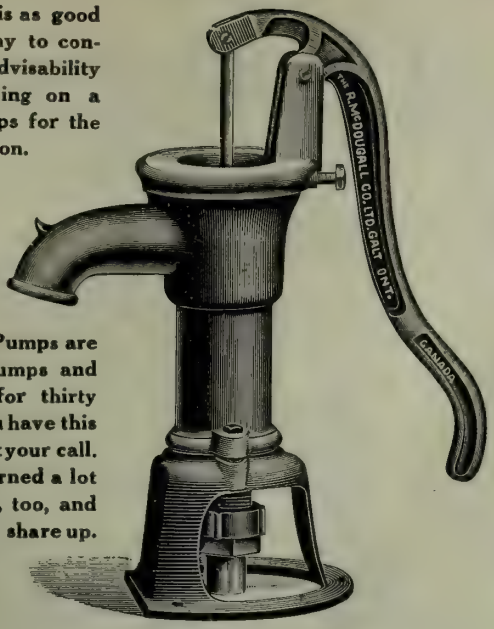
There's Money in this Line for the Dealer!

Write for prices and discounts. **W. D. BEATH & SON, Limited** TORONTO Canada



Patent Pending
CLOSED

About now is as good a time as any to consider the advisability of determining on a line of Pumps for the coming season.



McDougall Pumps are Standard pumps and have been for thirty years, so you have this experience at your call. We have learned a lot in that time, too, and are willing to share up.

Remember "Armacdee" is a guarantee.

The R. McDOUGALL CO.
LIMITED

Galt, Ganada

Don't Experiment

with unknown brands of Safety Razors.

Our

Forged Blade "Pioneer"

is the only Safety Razor made of doubly refined Sheffield Steel, and has held its place in the front rank for over 30 years by sheer merit. It will last for years and will cost your customers next to nothing for repairs. The result is that you earn your customers' goodwill, and get a reputation for handling only high-class goods.

Write for Catalogue and Prices

KAMPFE BROS., 8-12 READE STREET NEW YORK

Canadian Representative: A. Roy MacDougall
42 Adelaide St. W., Toronto

Mr. Hardware Dealer!
—How many merchants do you know in your town?

Suppose you know only one round dozen.

If you can show them how to make their stores more attractive—you stand to make some money.

Because they'll do more business.

Before passing up this proposition figure it out for yourself.

There's a certain profit in MATERIAL for this dozen and—further profit in the ERECTION.

But, consider the effect these will have on the other merchants in your town.

It will create a big demand for artistic interiors—for

METALLIC
Ceilings and Walls

—and every square yard erected means profit to you.

"Metallic" Ceilings and Walls are just as essential in the home.

They are FAR SUPERIOR to the ordinary decoration — MORE ARTISTIC MORE ECONOMICAL and PERFECTLY SANITARY.

"Metallic" is the cleanest and brightest interior decoration on the market and is ABSOLUTELY FIREPROOF.

Write to-day for illustrated design catalogue—it means dollars and cents to you. Send measurements of store or home for complete estimate of cost.

Manufacturers of "Eastlake" Steel Shingles and "Metallic" Building Materials.

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

Superior Jewel Furnaces

PORTABLE OR BRICK SET

No. 200 SERIES

Steel Combustion Dome and Reverse Draft Pipe. Heating capacity from 12,000 to 15,000 cubic feet.

IMPORTANT FEATURES—Heavy Base Ring; Large, Deep Ash Pit; Large Ash-Pit Door; Revolving Sectional Grate; Sectional Flanged Fire Pot; Large Double Feed Doors; Heavy Steel Dome with Cast Iron Top; Special Damper and Dust Box to carry off dust.

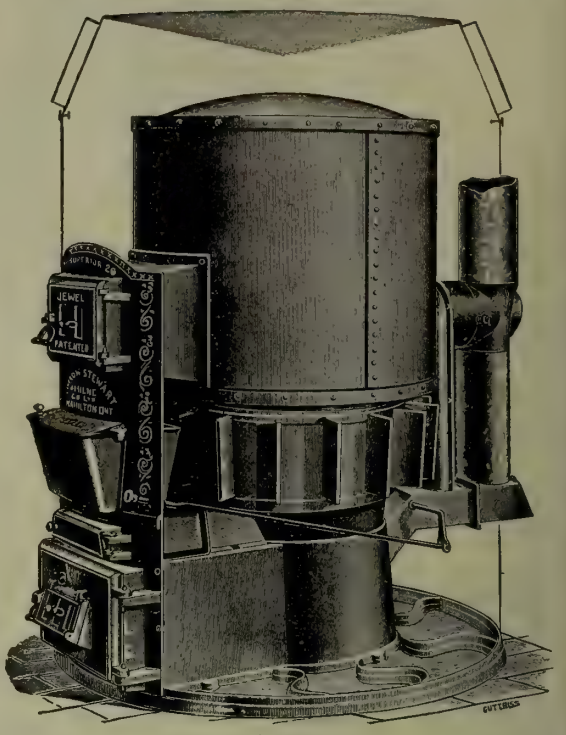
We manufacture different styles of furnaces for all purposes.

The

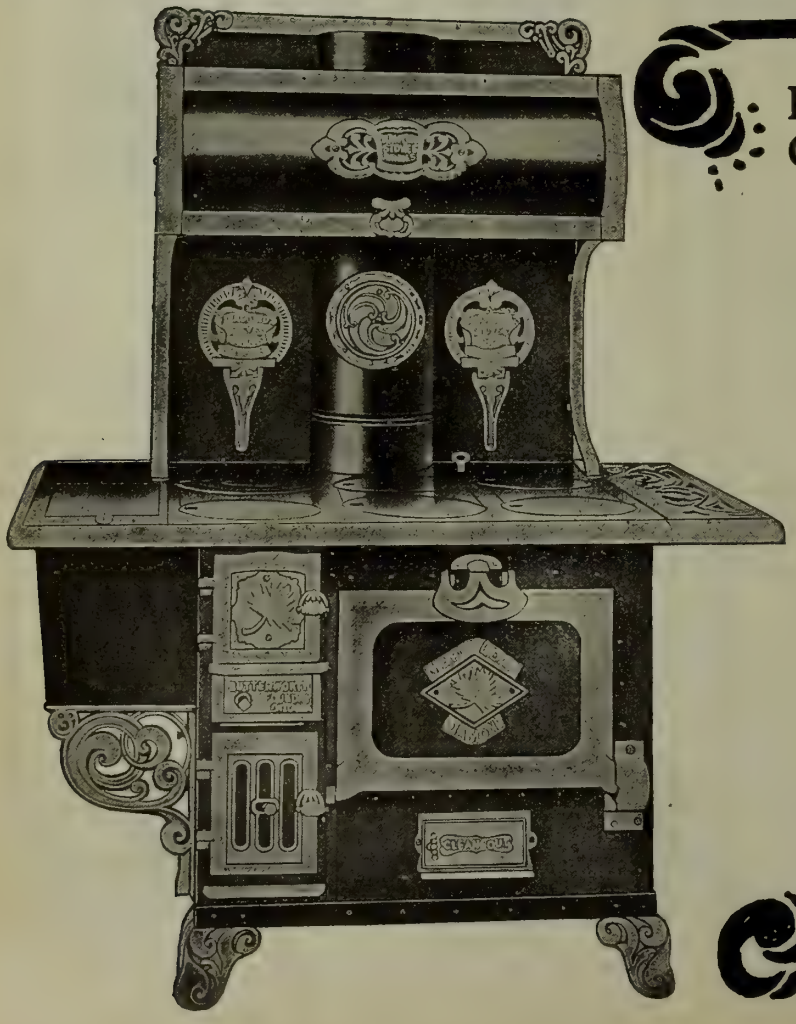
Burrow, Stewart & Milne Co.

LIMITED

HAMILTON - ONTARIO



No. 230



Distinctly Superior Construction

assures successful business to the man who is handling

"Maple Leaf Diamond"

PLANISHED STEEL RANGES

(FOR ANY FUEL)

The body of this splendid range is made of the best planished steel of heavy gauge, interlined with asbestos and steel, making a three-ply wall --undoubtedly the most lasting construction known. Large square oven, 18 inches by 18 inches, is an excellent size and meets the requirements of modern homes. The fire travels completely around all sides of the oven; the top is lined with asbestos and covered with steel, making it the best balanced baking oven made in any range in Canada. This range is also made without reservoir and can be fitted with waterfront if required.

ELEVEN OTHER FEATURES

that make it the best range on the market.

Write for complete catalogue and discounts.

Butterworth Foundry

Limited

OTTAWA, CANADA

The "Kootenay" Steel Range

Burns Coal, Coke or Wood

You will find the "Kootenay" a good seller. It is a moderate priced range and will be found equally good in cooking and baking as higher priced ranges.

Sensible features and construction are not sacrificed to ornament, which brings this range within the radius of all buyers. The grates have been changed, re-enforced and improved. The smoke pipe collar top is now made to take a standard size of pipe.



Style with Reservoir and High Closet.

There are also several other features, such as special strengthened oven bottom, asbestos covered flues, all of which show scientific construction, insure endurance, results and all-round satisfaction.

Is this not worthy of your attention?

McClary's

London Toronto Vancouver St. John, N.B.
Montreal Winnipeg Hamilton Calgary Saskatoon



No. 102

This ad. is 3 columns wide by 6 inches deep. This ad. was featured in *Printer's Ink*, the famous advertising journal.



No. 104

This ad. is 2 columns wide, by 9⅛ inches deep. Read the personality in the copy.



No. 101

This ad. is 3 columns wide by 6 inches deep. Note strength and naturalness of illustration.



No. 106

Measures 2 columns by 9½ inches. Note the beauty of layout and the striking appeal made to the artistic sense.



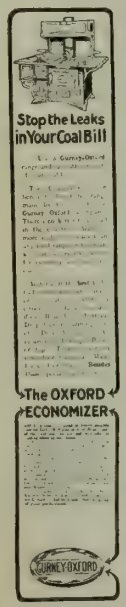
No. 105

Measures 2 columns by 5¾ inches in depth. Note how strongly selling points are brought out.



No. 107

A single column ad. 12 ins. deep. Has a very striking appearance.



No. 103

This is a single column ad. and is 12 ins. deep. In this as in others of this series the headings are hand lettered.

A FEW BUSINESS GETTERS

These are a few of the ads. that will run over our customers' signatures. How do they look to you? There is a mortise in bottom of the electro left for a signature—would you like to see your name in? These ads. are run in any paper you may select, and they are the kind of advertisements that bring business. Drop a card for our advertising proposition. It's a live one.

The Gurney Foundry Co., Limited

TORONTO

HAMILTON, MONTREAL, VANCOUVER, WINNIPEG. CALGARY

Monarch MALLEABLE

The "Stay Satisfactory" Range



The Ranges we sold ten years ago are our greatest assets to-day.

When you sell MONARCH Ranges you are building future business. The ranges we sold years and years ago are standing advertisements for us to-day—they are still giving an excellent service.

It's the *Malleable Iron* frames and *riveted* joints that we have to thank. Instead of getting leaky flues and consuming more fuel as the range grows in age, the riveted joints *stay tight*.

We build MONARCH Ranges of Malleable Iron because it is *stronger, tougher* and has more resistance to the action of heat than common cast iron.

That's why the MONARCH gives an economical service—that's why it *stays satisfactory*. The moral of this is that the stay satisfactory element in the MONARCH would become as great an asset to your range business as it is to ours.

We'll show you how to start a good range trade in your territory. This is a part of "OUR PLAN"—the same selling help that's directly responsible for the splendid success of MONARCH Ranges here in the States.

"OUR PLAN" is an assistance that actually *makes sales*. It is even so good that it is imitated, but as usual you'll find the original far ahead of its followers.

We are making prompt shipments from warehouse stock at Winnipeg. Write us for prices f.o.b. that point. Get a copy of our plan of assistance—we'll send our catalog also if you ask for it.

MALLEABLE IRON RANGE CO.

Beaver Dam, Wisconsin

Here's a Moderately-Priced Range that is a Certain Winner

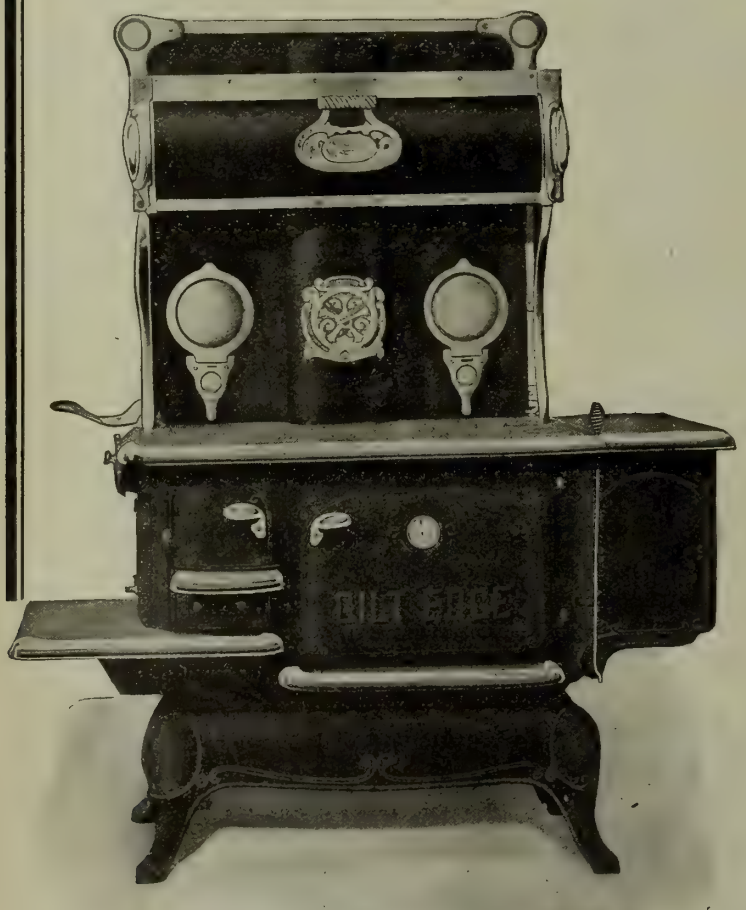
The general tendency towards simplicity is admirably exemplified in the

Gilt Edge Range

with Reservoir and High Closet

In this range there is an entire absence of deep carving, and the combination of plain nickeled surfaces and polished steel produces an exceedingly handsome range which can be kept clean with the least amount of trouble.

The fire box is fitted with the quickly-removable Peninsular Duplex Grates, and is exceptionally large and well-proportioned.



Send for Catalogue describing a full range of Stoves, Furnaces and Ranges.

Clare Bros. & Co.
Limited

PRESTON ONT. **WINNIPEG MAN.**

AGENTS:

CLARE & BROCKEST, Limited
Winnipeg and Calgary

J. M. KAINS & CO.
Vancouver

RACE & HUNT
Edmonton

MECHANICS' SUPPLY CO.
Quebec

The Most Extensively Advertised Oil Consuming Devices on the Market

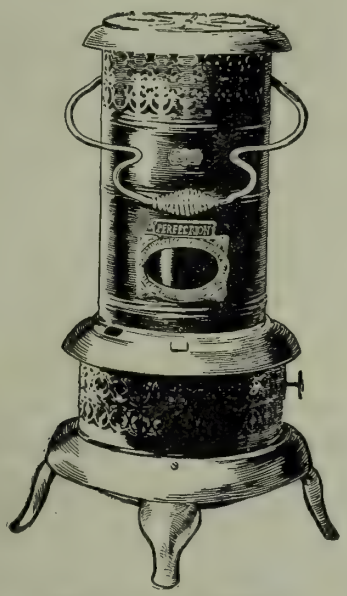
They are the best that inventive ingenuity and manufacturing skill can produce. No time or expense has been spared in embodying in them every possible improvement.

THEY ATTRACT TRADE **THEY SELL THEMSELVES**



The Rayo Lamp is a well-constructed, handsome, center-draft lamp of unusual light-producing power. Made of brass and beautifully nickeled. An ornament anywhere.

Rayo



The Perfection Smokeless Oil Heater is acknowledged to be the only oil heater that really is perfection. It is an easy seller. Does all that is claimed for it and always satisfies the purchaser.

Perfection Smokeless Oil Heater



TheNew Perfection Wick Blue Flame Oil Cook Stove is the best device for cooking that is made. Smokeless, odorless, convenient, attractive.

You do not have to hammer at your customers in order to induce them to buy. Our long and extensive advertising campaign has caused the New Perfection Wick Blue Flame Oil Cook Stove, the Perfection Oil Heater and the Rayo Lamp to be recognized as standard fixtures of the well-appointed home.

New Perfection
WICK BLUE FLAME
Oil Cook-stove

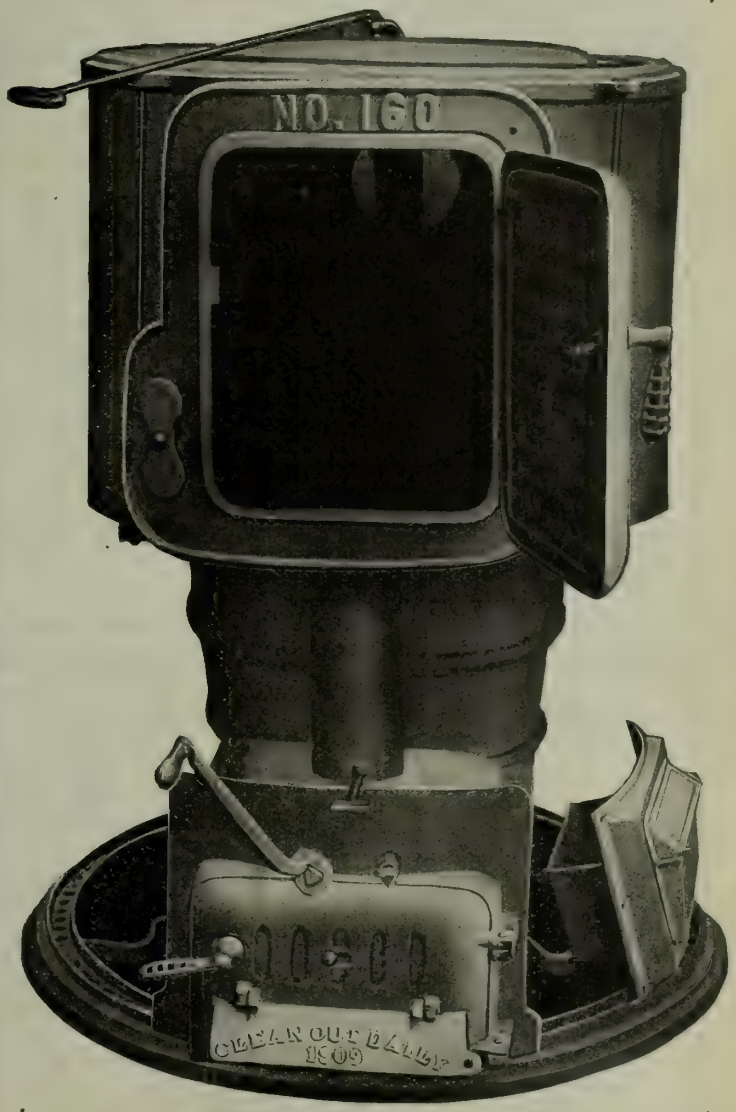
If your jobber does not handle these goods, write for descriptive circulars and prices to

The
Queen City Oil Company, Ltd.
TORONTO

The Empire King No. 160

Has all the latest improvements found on our more expensive Furnace, at a lower price

Has Large Feed Door, Sectional Fire Pot, Large Radiator, Triangular Crate Bars (each pair operated separately), Suitable for 4, 5 and 6 Roomed Houses.



Without Casing

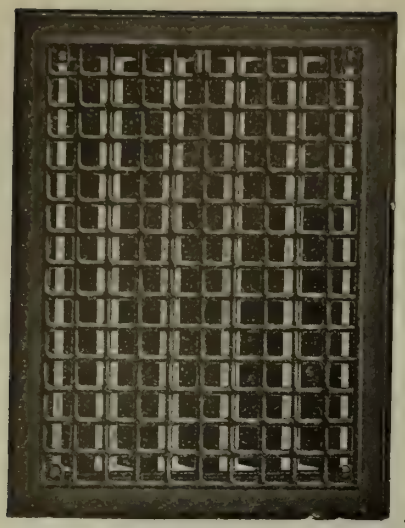
Direct Draft Damper, Dust Damper, Large Water Pan. Every one guaranteed. Prices moderate.

Write us direct or any of our Agencies

The Christie Bros. Co., Ltd., 802 College St., Toronto
The Christie Bros. Co., Ltd., Cor. Park and Henry Sts., Winnipeg
M. C. Drew & Son, Vancouver, B.C.

Write for prices to-day

MADE BY
The Canadian Heating and Ventilating Co., Limited
OWEN SOUND, : ONTARIO



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed. Non-breakable. Largest Air Space. Low Prices.

Get our Catalogue.

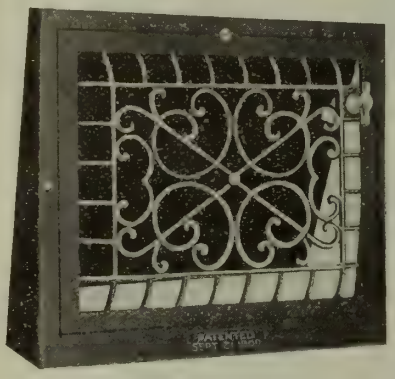
The HART & COOLEY CO.

Factories:
NEW BRITAIN, CONN.

Selling Agents:
GURNEY FOUNDRY CO.

Montreal, Toronto, Winnipeg, Vancouver and Calgary





"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

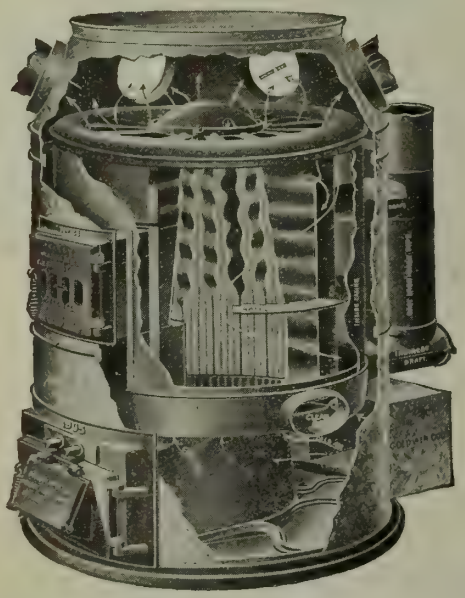
The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario

WHAT ARE YOU TRYING TO SELL IN THE HEATING LINE



That you could show to a buyer wanting:

A Heater different from a globe stove furnace.
A Heater more efficient and economical.
A Heater that will heat his home uniformly.
A Heater that will not waste heat up the chimney.
A Heater that does not heat the cellar.
A Heater that supplies large volumes of fresh air properly and most economically warmed.

Look into the Construction of the

Kelsey Warm Air Generator

With the ZIG-ZAG HEAT TUBES

You'll have to admit its power and efficiency. You can't help but realize its talking points and advantages in weight, heating surfaces and methods of warming air.

Buyers will accept and "insist on the best" if only shown the difference. Take the Kelsey Agency, and for your own good and theirs show them what the Kelsey is and what it does.

Send now for Ke'sey Booklets and Agency Proposition.

The James Smart Mfg. Co., Limited

WINNIPEG, MAN.
BROCKVILLE, ONT.



The Moorish Sidewall Register

The Bull's Eye of Perfection

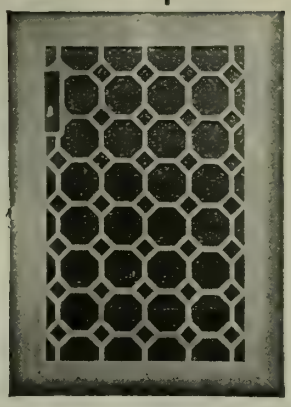
REGISTERS, FACES, BORDERS

"Made in Canada" Our new plant is in full working order making all known sizes, shapes and finishes.

Prices Rock Bottom

The Canadian Ferrosteel Company

Bridgeburg - - - Ontario



The New Convex Reversible Wafer

A Quick Seller Giving Perfect Satisfaction

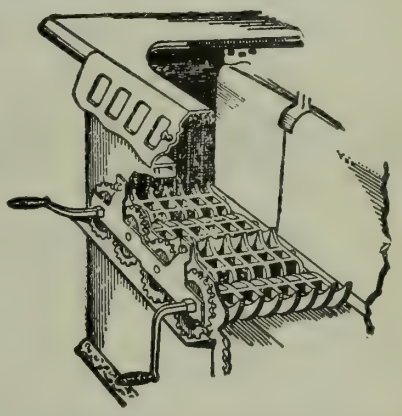
Every dealer who has handled it—and no dealer has ever quit handling it who once commenced to do so—will agree that this is an absolutely true description of the

"Champion Range"

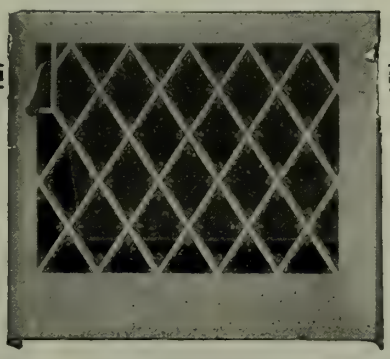
The Champion Grate, with the cross-wise, non-warping bars, gives the "Champion" Range a selling point that is irresistibly attractive to the range buyer. This grate operates in two sections and gives better combustion than any other grate made because it is more open and more easily shaken and cleaned.

Get the full particulars. Write for the Catalog.

D. J. Barker & Co., . - - Picton, Ontario



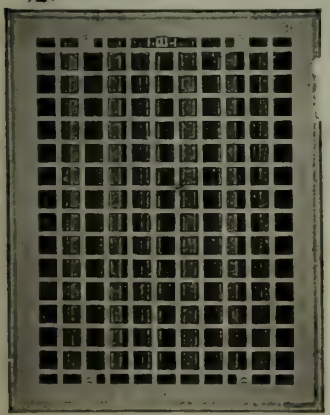
Are You Handling



IMPERIAL

"T & B" Registers, Ventilators and Grilles?

They are very widely known because of their artistic design, excellence of finish, and quality of materials, and their price is no greater than other makes. Leading architects specify "T and B" or equal make, a sure proof of the merit of "T and B" goods.

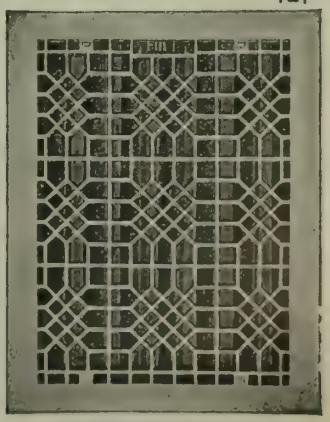


WROUGHT STEEL

It pays to handle Quality Goods!
Send for illustrated catalogue.

TUTTLE & BAILEY MFG. CO. OF CANADA, LIMITED

BRIDGEBURG, - - ONTARIO, CAN.



SEMI-STEEL IND. LAT.

METALS

Iron and Steel

M. & L. Samuel, Benjamin & Co.

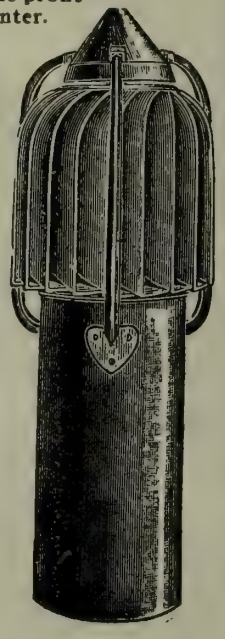
Corner King Street and Spadina Avenue

Toronto

Double Profit

Mr. Hardwareman, you know how little profit there is in many lines sold over the counter. We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town and neighborhood. Get after the builder and show him the advantage of putting in one of our



J. W. Harris Rotary Ventilators

THE BEST MEANS FOR INSURING PURE AIR

Montreal, Dec. 6th, 1905

J. W. Harris Mfg. Co., Ltd.,
Montreal.

Gentlemen :—

In reply to your valued favor of the 27th ult., beg to state that the "J. W. Harris Rotary Ventilators" installed in our premises are giving satisfaction, and we have much pleasure in recommending them to anyone seeking thorough ventilation.

Yours truly,
THE JAMES ROBERTSON CO.

Write direct for booklet and catalogue to-day. Learn about our system of ventilating. A pleasure to send books.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

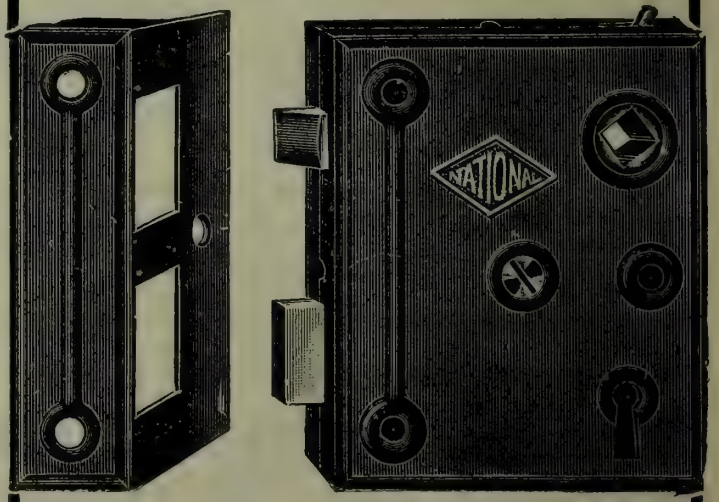
Montreal

OUR BEST BUILDERS USE ONLY

Steel Rim Locks

and the strongest, safest and most durable Steel Rim Locks are

NATIONAL BRAND



Order from your Jobber.

NATIONAL HARDWARE CO., Limited

ORILLIA ONTARIO CANADA

A good buyer always asks for

GILBERTSON'S

COMET

Galvanized Sheets

because he knows the name means good quality and the price is right.

Sole Canadian Sales Agent:

ALEXANDER GIBB,

13 St. John St. . MONTREAL

SIMONDS



There is no saw made that has a more complete guarantee of quality than the SIMONDS. Every Dealer and Jobber should have our Catalogue and discounts.

Simonds Mfg. Co.

FITCHBURG, - MASS.

Branches throughout the United States and Canada.



NEW IDEA IN SHOVELS

THE SPLIT HANDLE

Advantages over old style:

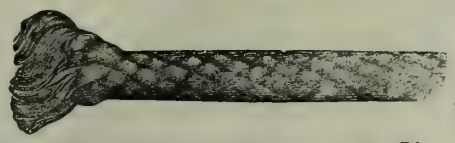
1. GREATER STRENGTH
2. LESS WEIGHT
3. MORE ROOM FOR THE HAND

The handle is split at the top to form a D, and is made wider than the ordinary D handle, giving more room for the hand..

The hand piece is rabbited into the side pieces and held together by a rivet passing through them. The rivet at the bottom of the D prevents the handle from splitting downwards.

When ordering, specify Split D handles, as we furnish them on all shovels, spades, etc., without extra cost.

The D. F. Jones Mfg. Co., Limited, - Gananoque, Ontario



Buy the Best.

HERCULES

Sash Cord

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by all Wholesale Dealers

HENRY T. SEYMOUR SHEAR CO. NEW YORK

SEYMOUR SHEARS

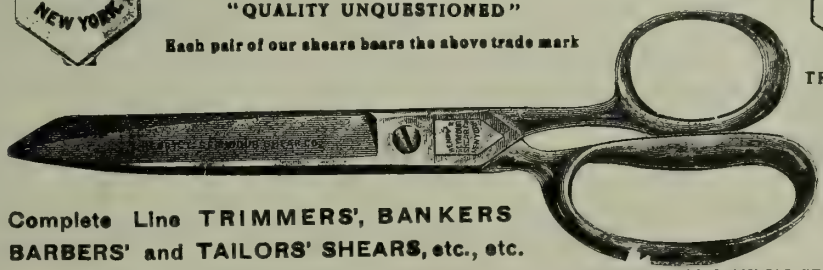
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK

TRADE MARK

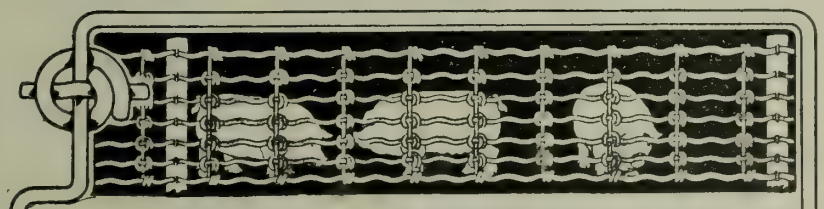


Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents



PEERLESS A GOOD SELLER

PEERLESS Fence is so good and so satisfactory that customers come back—for other goods.

That's the secret of success, Mr. Dealer, selling goods that create more trade and good will. PEERLESS Fence does it.

THE BANWELL-HOXIE WIRE FENCE CO., Hamilton, Ontario, Winnipeg, Manitoba

---



The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BUILDERS' SUPPLIES.

Bell Phone 3033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.

Board of Trade Building

39 St. Paul St., - QUEBEC

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

FILTERS.

Anti-Splash Tap Filters

The "Galvo" Filter and Water Steriliser "Perfection" Fire Extinguishers

There's good money in them for hardware dealers.

Write for Prices.

The Anti-Splash Filter Co.

OWEN SOUND - - ONTARIO

FLOOR SPRINGS.

The Best Door Closer is

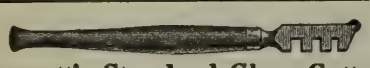
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS

Hospital St. - - - - Birmingham

GLASS CUTTERS.



Barrett's Standard Glass Cutters

in 22 different styles.

Order from your jobber or write direct.

W. L. Barrett, Mfr., Bristol, Conn.

HORSE COVERS.

Birkmyre's Waterproof Horse Covers

SOLE MANUFACTURERS

The Gourock Ropework Export Co,, Limited

(of Scotland)

Montreal 28-30 St. Peter St.

Winnipeg; 132-134 Portage Ave, East

MALLEABLE IRON.

Malleable Iron Castings

Carriage and Agricultural Castings, Axle Nuts, etc., etc.

Manufactured by

P. KYLE, Merrickville, Ontario

Catalogue furnished on application

MANUFACTURERS' AGENTS.

CLARE, LITTLE & CO.

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY

SASKATOON, WESTERN CANADA

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker, 18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

THOS. SONNE, SR.

Manufacturer of

Awnings, Tents, Sails, and Flags of all Nations, Waggon Covers, Horse Covers, Inside Spring Roller Shades, Coal Bags, all kinds of Tents on Hire, Tarpaulins and Oil-Skin Clothing, Hoist Ropes fitted up at shortest notice.

193 Commissioners Street

Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

J. M. KAINS & CO.

MANUFACTURERS' AGENT

88 Pender Street W., VANCOUVER, B.C.

Open to represent a first-class Hardware Specialty. Highest References.

MANUFACTURERS' AGENTS.

T. W. HEMPHILL & CO.

Manufacturers' Agents

Building Supplies and Building Hardware

831 Powell St. VANCOUVER, B.C.

Correspondence Solicited. Highest References

We have competent Salesmen.
Best Facilities for Distributing and Storing

M. B. ANTHONY & CO.

MANUFACTURERS' AGENTS

503 Mercantile Bldg. VANCOUVER, B.C.

Correspondence solicited.

RIVETS AND STEEL PRODUCTS.

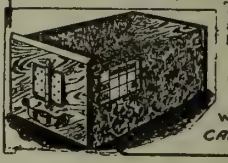
The PARMENTER BULLOCH CO., Ltd.

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

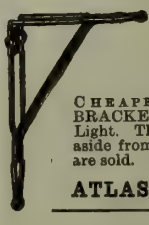
BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over Wooden Boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL Toronto

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO., NEW HAVEN

HORSE POKES.



James & Reid's

Patent Surprise

HORSE POKES

give the best satisfaction.

Ask your Jobber, or write

JAMES & REID

Perth, Ont.

SNAPS.

"QUEEN" LOOP SNAP

Strong  Durable

900—Another addition to our line.

COVERT MFG. CO., TROY, N.Y., U.S.A.

SOLDER

METALS

We are Manufacturers. Large Stock. Prices Right.
We will be pleased to quote you.

Our New Phone No. Main 7930

THE CANADA METAL CO., LIMITED
TORONTO, ONT.

SPRAYERS



HEADQUARTERS FOR SPRAYERS

We make Sprayers for all purposes, such as Powers, fruit vegetables, disinfectants.

SEND FOR CATALOGUE AND PRICE LIST

COLLINS MFG. CO. TORONTO.

STRAPPING HOOP IRON.

J. N. WARMINTON

207 St. James St., Montreal

Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.

TOOLS.



VENTILATORS.



Ventilators and Chimney Cowls

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.

Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

Buy your

WIRE GOODS

from

CANADIAN SALES & MFG. CO.
Office: 250 Lemoine Street
MONTREAL

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention this paper.

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

15½ Toronto Street, Toronto 52 Canada Life Bldg., Montreal

THOMPSON & GUNN

Manufacturers of the famous "ALASKA" and "BONANZA" Steel Ranges, can now supply the Alberta and British Columbia trade from their Vancouver stock.

These ranges are made in six different styles and have every modern improvement. They give satisfaction to the customer and are profitable to the dealer.

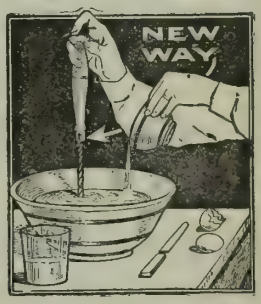
Write for catalogue to our office at

937 Westminster Avenue
VANCOUVER, B.C.

The A. & J. Egg Beater, Cream Whip and Mayonnaise Mixer



Practically automatic. Operated with short up-and-down stroke with one hand only. Hardwood handle, finished with baked enamel fibre finish. Steel wire wings. Wings make six revolutions to e downward stroke of handle. A. & J. No. 1. Made exceptionally fine, packed one dozen each in handsome display cartons; two to five gross packed in each case. Write for prices.



Collette Mfg. Co.

COLLINGWOOD, Ontario.



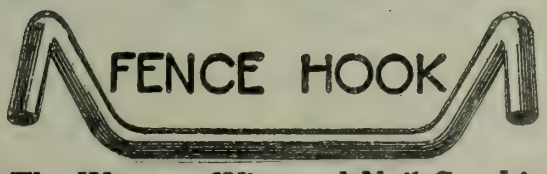
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS

Works: Don Speedway, also Victoria St., - - - TORONTO

GAS and ELECTRIC FIXTURES

"OUR LINES"

All of Dependable Quality in Material and Utility.

PLUMBERS' and ENGINEERS' SUPPLIES

Are you interested in any of them?

THE
JAMES MORRISON BRASS MFG. CO.
LIMITED
93-97 Adelaide Street West, TORONTO

LOCOMOTIVE and MARINE BRASS WORK

WHY?

do the Largest Railways in Canada Use
"Dominion Special" RAILWAY FENCE
"The Landmark of the Future"?

BECAUSE

1st—It is the most durable on the market.
2nd—It is made entirely of CARBONIZED STEEL WIRE, drawn and galvanized in our own mill.
3rd—It is constructed simply, and is acknowledged to be the best.

We would be pleased to quote prices upon application on
"Dominion Special" Farm and Railway Fence
"The Landmark of the Future"

SOME OF OUR OTHER LINES ARE—
Copper and Brass Wire, Galvanized Strand Wire, Galvanized Telephone and Telegraph Wire, Bright Spring Wire, Fence Staples, Spring Cotters, Wire Nails, Wood Screws, Etc., Etc.

Dominion Wire Manufacturing Co., Limited

Works:
Lachine



Montreal
Toronto

"THE MARK OF QUALITY"

Why not now?

You'll sell Genasco Ready Roofing some day, if you don't already sell it. You'll come to it when you fully realize what we have been telling you for years: That customers want the roofing made of real Trinidad Lake asphalt, because it is the roofing that lasts. Customers may be temporarily appeased with substitutes and imitations, but the kind of customers that stick are the ones that get the "real thing" and get really satisfied.

Genasco
Ready Roofing

is made of Trinidad Lake asphalt, and has back of it the knowledge that comes from over thirty years' use of natural asphalt. It stands the test of time, and endures after other roofings have cracked and crumbled.

Start now to sell Genasco, and you'll have a lead. You'll be piling up profits that will gather momentum day by day.

Write for samples and full information.

GENASCO — THE STANDARD OF EXCELLENCE — TRADE MARK

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and largest manufacturers of ready roofing in the world

PHILADELPHIA

New York San Francisco Chicago

Mineral or smooth-surface Genasco Roofings

Cross-section, Genasco Stone-surface Roofing



Roofers' Supply Co., Ltd., Bay and Lake Streets, Toronto, Ont. D. H. Howden & Co., Limited, 200 York Street, London, Ont. J. L. Lachance, Ltd., Quebec

The KANT-LEAK KLEET is the greatest fastening ever invented for roofing. Does away with cement and large headed nails. Keeps seams absolutely water-tight.—Supplied in rolls of Genasco when specified.

CLAIMS—vs.—MERIT

If mere claims were sufficient to place an article on the market successfully, how perfectly easy indeed would be the problem of business. Contrary to this, experience has shown that an article must possess intrinsic merit, must measure up completely to every claim made for it; otherwise it is doomed to failure.

The public cannot be deceived for any great length of time, and while false claims may for a brief period bring results, no permanently successful business was ever built up in this way.

The Bissell Sweeper is a pretty fair example of what Merit can achieve, supplemented by a Selling Policy that broadly considers the interests of the retailer, jobber, and consumer.

The Bissell Sweeper on mechanical merit alone has met all competition for thirty-four years, and has attained a success far beyond anything that has ever been claimed for it in a printed statement. It is true, our policy of Fixed Prices, insuring to jobbers and retailers a good profit, has been a strong factor in the upbuilding of our business.

Write for our Fall Fair Offer.

BISSELL CARPET SWEEPER CO.

GRAND RAPIDS, MICH.

(Largest and Only Exclusive Manufacturers of Carpet Sweepers in the World)

Branches:—New York (Eastern Office, Salesroom and Export Dept.) 25 Warren St.;
Niagara Falls, Canada (Factory);
London, England Paris, France

Armstrong Ratchets

The Best and Most Complete Line Made

Made entirely from Drop Forgings and Bar Steel. Hardened all over—Outwear Two of the Soft Kind.



SHORT RATCHET
For Morse Taper.

Each Ratchet is packed in a Cardboard Box.

UNIVERSAL RATCHET



OUR NEW LINE

"STANDARD" REVERSIBLE RATCHETS

DEALERS!

Do you want the Best Made, Best Packed and Best Advertised Ratchets?

Two inches of motion at end of handle, IN ANY DIRECTION, will drive the Drill.

Patented Nov. 8, 1898, Sept. 29, 1900.



When the other ratchets you have are useless for lack of room to move the handle, get an "ARMSTRONG UNIVERSAL" and it will do the job.

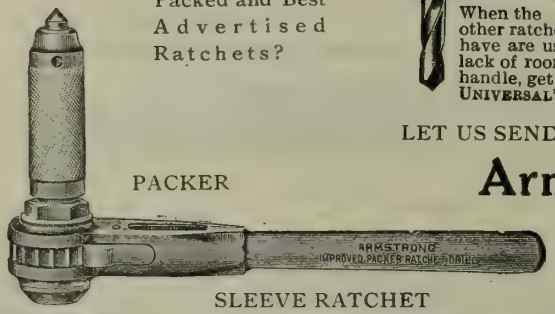
"Hard-to-Please" USERS prefer ARMSTRONG RATCHETS

They stand the racket.



BOILER RATCHET

LET US SEND YOU A CATALOG



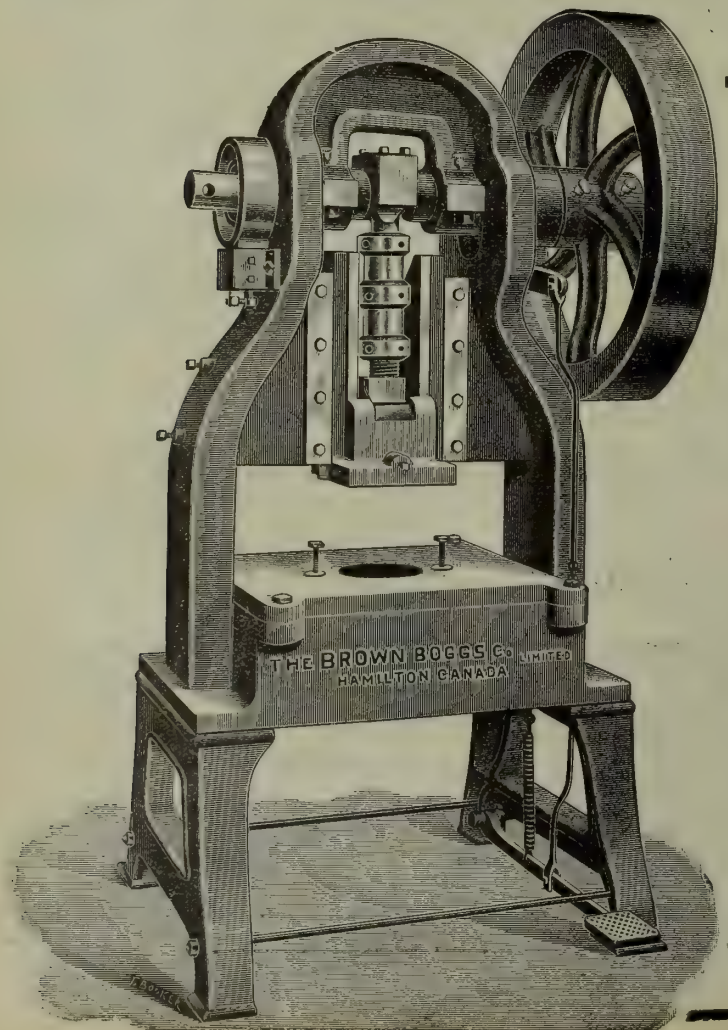
PACKER

SLEEVE RATCHET

Armstrong Bros. Tool Co.

"The Tool Holder People."

306 N. Francisco Avenue, Chicago U. S. A.



It Will Pay You

to fall in line with the rest of the large PRESS USERS and get in touch with us before placing your order for presses. We manufacture a full line of both FOOT and POWER.

Write for Catalogue and Prices.

We also manufacture TINSMITHS' TOOLS, HEAVY SHEET METAL WORKING TOOLS, DIES, Etc., CANNING and EVAPORATING MACHINERY.

The Brown-Boggs Co., Ltd.

HAMILTON, CANADA

TRADE MARK
KEYSTONE
BRAND
REGISTERED

Any Broom bearing the Keystone trade-mark can be relied upon to give satisfaction, and you can place it in the hands of a customer with an assurance that there will be no complaint about its wearing qualities. If, however, you desire to handle the very best that can be produced, select the

"Klondike" and "Jubilee"

Manufactured by

Stevens-Hepner Co., Limited

Port Elgin, Ontario, Canada

MADE IN CANADA

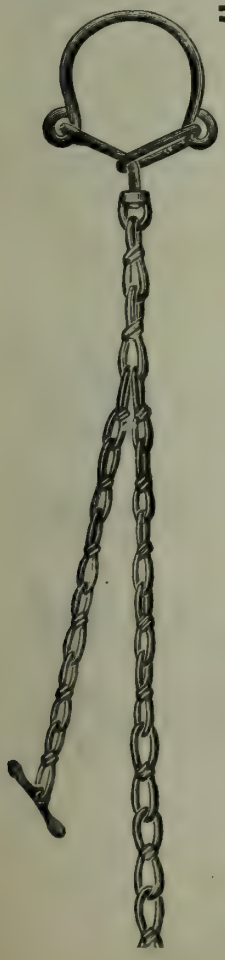
CAN YOU AFFORD IT?

To do your work with second grade paper when you can have at hand the best that money can buy.

SUPERFINE LINEN RECORD

SAMPLES ON REQUEST.

THE ROLLAND PAPER COMPANY, LIMITED
HIGH-GRADE PAPER MAKERS
GENERAL OFFICES:
53 St. Sulpice Street
MONTREAL, P.Q.
MILLS AT
ST. Jerome, P.Q.

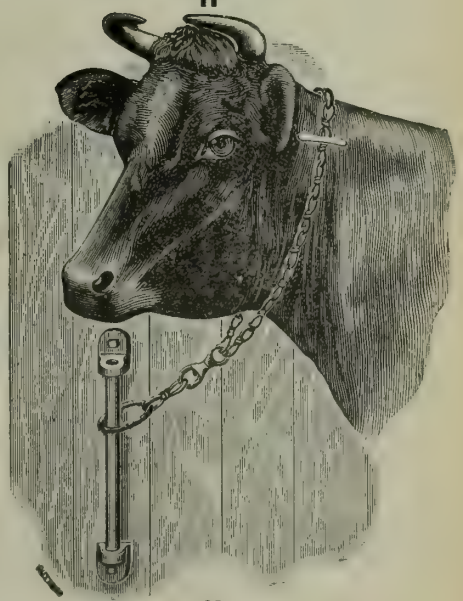


GREENING'S IMPROVED COW TIES

Patent No. 50925

Our Cow Ties are made of Greening's celebrated steel chain; there can be no weak part in any Tie, as all the fittings are made of proportionate strength. No other chains can compare with these for lightness, strength and handsome appearance.

Made in six sizes and various styles. Consult your Greening catalogue; it contains pointers for every hardwareman.



The B. GREENING WIRE CO., Ltd.

Hamilton, Ont., and Montreal, Que.

Whenever you Want

To SELL A BUSINESS

BUY A BUSINESS

HIRE A CLERK

LOCATE A NEW POSITION

or get into touch with the whole hardware trade for any other purpose—try a Hardware and Metal Want Ad.

Rates. payable in advance:

2 cents per word first insertion
1 cent per word subsequent insertions
5 eents additional each insertion when box number is required.

For a few cents you can introduce your proposition to nearly everyone interested in the Canadian Hardware Trade.

Condensed or "Want" Advertisements

AGENCIES WANTED

THE HOMES' HELP, No. 20 Charlotte St., Port-of-Spain, Trinidad, B.W.I., are prepared to receive consignments, also agencies throughout Canada. Correspondence solicited. (32)

BUSINESS CHANCES

EXCELLENT OPENING for plumber and tinsmith. Also small stock hardware, $2,000. Good building centre of town, 2000 population, good farming district. Plate front, good opportunity for good tradesman in tin or plumbing. Stock reasonable; figure on dollar; will sell or rent building. Apply R. A. SCOTT, Alliston, Ont. (32)

FOR SALE—Retail hardware business, established 20 years ago by Geo. B. Morris and conducted by the present owners for the last 4 years. In connection with the winding up of the existing partnership, the business is offered as a going concern. Correspondence invited. McMillan Bros, Guelph. (25tf)

FOR SALE – WATERLOO IRON WORKS, in town of Waterloo, Quebec, in centre of the Eastern Townships. Plant comprises Foundry, Machine Shop, Stove Mounting and Wood Shops and Boiler House. Brick buildings, galvanized iron roofs, all in good repair. Canadian Pacific and Central Vermont Railways run through the town. Works situated only few rods from former. Splendid opportunity for any who wish to engage in manufacturing. Terms reasonable. Address: Waterloo Iron Works, Waterloo, Quebec. (32)

HARDWARE—Old established hardware for sale doing good business in one of the best districts of Western Ontario. Apply to Box 1018 HARDWARE & METAL, Toronto. (32)

HARDWARE AND MACHINE BUSINESS FOR SALE in one of the best new towns in Southern Alberta; turnover for 1909, $30,000; stock $9,000. Will sell or rent buildings. Box 1006, HARDWARE AND METAL, Toronto. (32)

HARDWARE AND TIN BUSINESS FOR SALE—Ontario town. Attractive business centre. Always strong trade conditions. Stock $14,000. Turnover $45,000. Terms easy. Full money payment not required. Would consider competent and desirable man for partner. Apply Box 998, HARDWARE AND METAL, Toronto. (25tf)

FOR SALE

FOR SALE—A set of tinner's tools and 36 stoves and some tinware. A bargain. Box 1023, HARDWARE AND METAL, Toronto. (32)

FOR SALE--One full set of Tinner's Tools. Will sell all or any part of the set. H. W. Storey, Francis, Sask. (36)

FOR SALE—1 Carter 100-Light Acetylene Gas Machine, in good condition. Will be sold cheap. The Geo. Taylor Hardware Co., New Liskeard, Ontario. (30tf)

FOR SALE—An old established Hardware, Heating and Plumbing business in a city of nearly 100 000. Address Bruce, HARDWARE AND METAL, Toronto, Ont. (32)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

ANY MAN who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. In case of loss or delay prompt refund is arranged or new Order issued.

A BOON to every hardwareman. A perfectly reliable fountain pen is to be found in the Beaumel "Rival" Pen. Easy to fill, non-leakable, and writes with exceptional smoothness. Gold nibs of thicknesses to suit every style of handwriting. Guaranteed in every respect. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited. Manufacturing Stationers, Toronto. (tf)

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

DISPLAY YOUR GOODS to better advantage by using up-to-date fixtures. We are specialists in planning stores and offices. Get catalogue "J." which contains illustrations of many new features and several handsomely equipped stores and offices. Jones Bros. & Co., Ltd., 30-32 Adelaide Street W., Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St, Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

ERRORS AVOIDED, LABOR SAVED—Using the Shouperior Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet, perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full inquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

FOR THE MONTH OF AUGUST ONLY we offer some exceptionally good values in rebuilt Smith Premier Typewriters. Do not fail to write us for prices. They will astonish you; so will the high quality of the machines. THE MONARCH TYPEWRITER COMPANY, LIMITED, 98 King St. West, Toronto.

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

IF YOU have been afflicted with one of those fountain pens that won't write when you want it to, or leaks when you don't want it to, give it away to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Co., Toronto, sole agents for Canada.

KAY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in Carpets, Rugs, Furniture, Draperies, Wall Papers and Pottery, with cash prices. Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

KEEP ACCOUNTS WITHOUT BOOK-KEEPING. Formerly accounting meant keeping books. Today you can keep accounts cheaper, better, quicker and more accurately by discarding all books and installing a McCaskey Account Register. Don't be skeptical—investigation costs nothing. Write to-day. Dominion Register Co., Ltd., 100 Spadina Ave., Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto. (tf)

SAVE 50% OF COST of handling merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelorete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WANTED---A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Ltd., 33 John St., Hamilton, Ont. (tf)

WHEN buying bookcases insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

725,000 MERCHANTS use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

SITUATIONS WANTED

EXPERIENCED TRAVELER seeks re-engagement or would entertain responsible indoor position. Al references. Box 1012, HARDWARE AND METAL, Toronto. (34)

WANTED, position of trust by hardware man, aged 34, twenty years' experience in Glasgow Scotland, and Toronto, Canada, best of references, absolutely honest reliable and capable. Apply Box 1020 HARDWARE & METAL, Toronto. (32)

SITUATIONS VACANT

TINSMITH WANTED — Steady employment for competent party. Apply Box 1022, HARDWARE AND METAL, Toronto. (32)

WANTED—Hardware clerk, apply stating experience, references, age and salary expected. Van Tuyl & Fairbank, Oil Springs, Ont. (33)

WANTED at once, Hardware Clerk, with about six or seven years' experience. Single man preferred. Apply to The Purdom Hardware Co., London, Ont. (32)

WANTED—An A1 man to take charge of a well established Winnipeg hardware, plumbing and heating business. Good salary. Would prefer a man with from $1,000 to $2,000 to invest in business. This is a splendid opportunity for the right man. Box 7, HARDWARE AND METAL, 511 Union Bank Building, Winnipeg. (26tf)

H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.
¶ For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single gunsare specially suited.
¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass.

THE NEW ATKINS CATALOG

NOW READY



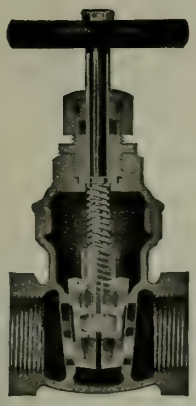
You should have this new book on Saws. It contains the very latest information, lists and description, covering Saws, for all purposes.

Send for It To-day

Drop a postal to the address below and we will send the book free of charge. Whether you buy Atkins Sterling. Saws or not, you should have the book on your desk Write for it now before you forget it.

E. C. ATKINS & CO., Hamilton, Ontario

United States Factory, Indianapolis, Ind.





A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works:
102 St. Remi St., Montreal, Canada

And at
95 Queen Victoria St., London, E.C

Works all the Time

That's What Our Downdraft Chimney Pots Will Do. The "EDWARDIAN"

Is the name and they stand for convenience, comfort and health in all buildings, **especially** suited to Public Buildings, Schools, Theatres and Private Houses, Auditoriums, Skating Rinks, Etc. **Ideal Ventilation is guaranteed. It is Fireclay** and prevents **downdraft** absolutely. It can be obtained glazed or unglazed, round or square, and will fit any chimney or flue. Write for particulars. A quick seller and **new,** too. Used on all the **Royal Palaces in Britain,** as well as Canadian Government Buildings. This pot also increases the heat where needed. **No smoky chimney can exist where this pot is used.**

We have also a Patent Soldering Iron for bench and all kinds of work. It is unique. One Iron will do the work of two and costs less. Write us. It will pay you to get this line for your trade. We also carry a splendid variety of **English and Foreign Glue,** and it is not only reasonable in price but it is the **Highest Grade.** It will bring satisfied customers.

Don't forget that we carry all kinds of **Painters' Supplies** and make a specialty of **British Goods.** Architects specify our lines and it will pay you to prepare for the demand.

Glazed tiles of **all Colors and Sizes** for floors, walls and fireplaces will interest you. Write for catalogue. **No order too large for us.**

The International Supply Company

140 MANSFIELD STREET, MONTREAL

SATISFIED CUSTOMERS

Do you know what your big game Shot will say when he finds that others in his party are using Dominion Ammunition at a third less cost than you charged him for imported brands?

Thousands of Sportsmen, Guides and Hunters are each year recommending the following sizes in Dominion as big game getters:

30/30
303 Savage
303 Lee Metford
32 Winchester Special
30 U.S. Government



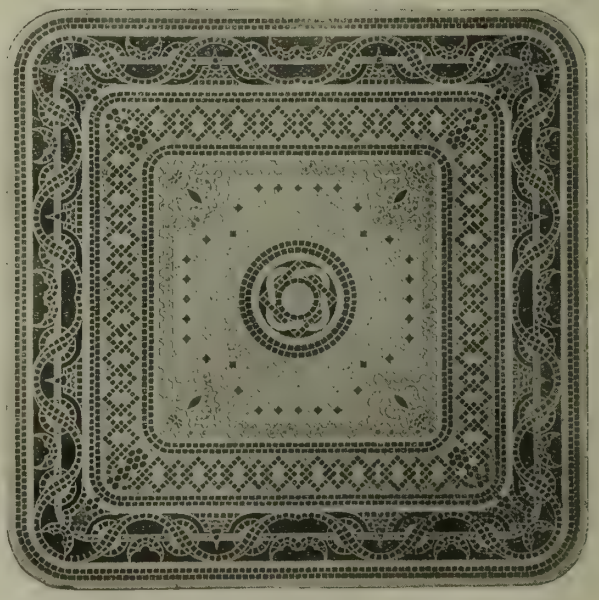
38/55
32/40
280 Ross
45/70
43 Mauser

Dominion Cartridge Company, Limited

Ammunition Manufacturers, Montreal, Canada

KEMP'S LITHOGRAPHED STOVE BOARDS

Wood or Paper Lined



Assorted Colors

MANUFACTURED IN ALL STANDARD SIZES

PRICES ON APPLICATION

KEMP MANUFACTURING COMPANY, Cor. Gerrard and River Streets, Toronto, Canada

THE KEMP MFG. & METAL CO., Limited
111 Lombard St., Winnipeg. Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal. Que.

What Constitutes Expense in a Retail Business?

Successful Merchant of 32 years' Standing Points Out the Items to be Considered Supposing a Start Was Made With $10,000 Capital—The Five Cardinal Accounts and the Three to be Watched Closely — Interest on Investment, Proprietor's and Employes' Salaries, Rent, Fixtures, Advertising, Light, Heat, etc., Included in Expense Account.

By Henry Johnson, Jr.

I am asked to write on a "Method to be Followed in Cutting Down Expenses," and am frank to say I do not know any. There is no known method—no system which can be set running and be trusted to work automatically. Cutting expenses is "eternal vigilance"—that's all. But we can start right, through knowing our business; and a discussion of what expenses are, with a little introduction, will probably be interesting and instructive.

There are five accounts in our business which may properly be likened to "working capital" in that they are constantly active. There are about eight accounts which are fundamental, or 'cardinal," without which no systematic record of a business can be kept, but the five I speak of are "on the job" every working day and we surely must take pains to know about them or they will give pains to us. These are cash, merchandise, expense, owing and being owed.

The Three to be Watched.

And of these five three demand our daily watchfulness. Those are expense, owing and being owed. If we handle these three right, we may rest comparatively easy about the others. In fact, cash and merchandise will almost get along all right if we watch the "Big Three." Of course, if we waste our cash in "riotous living" we will not have it; and if we pay too much for our goods we cannot make money—no matter how careful we may be of the Big Three. But the man who can successfully handle the Big Three is not apt to be careless in what he spends; nor is he likely to pay too long prices.

The aforesaid Big Three may therefore be said to be pretty nearly the law and the profits of the hardware business.

It is not possible to run a business successfully by giving attention to some parts of it. The work must be all round in character. Yet neither can any man study the whole of any business at one time, no matter how familiar he may be with it. He must divide it into sections, subjects, subheads, etc., and attack each portion separately, working over it until he masters it, else he will get nowhere. Hence, while I cannot say that one of the Big Three is more important than either of the others, I am going to begin with expense, the great primary drain of every business, great or small.

I once saw a man rise to speak on expense at a retail convention. He was asked what it cost him to do business and he replied: "Eleven and six-tenths." He said it crisply, definitely, as if he knew what he was talking about. His audience muttered, as they nodded to each other, knowingly: "Huh, huh; just about right"; but I knew, and you know, that very, very few—if in fact, a single one—in that crowd actually did know what his own expense account would figure if prorated on his sales. Further than that: You know, as I also know, that probably not a single one of those merchants was doing business on any such expense as 11 6-10 p.c. In my long experience, which covers 32 years to date, only once have I seen this equalled.

What is Included in Expense.

Now, obviously, if we would cut expenses, we must do several preliminary things. We must know the true nature of expenses; then we must ascertain what our expenses are, facing the music boldly, being watchful not to fool ourselves; then let us study what our expenses can be without danger — then what they should be to admit of our making a fair profit; lastly, we must set about trimming here and there, skillfully pruning off a penny where we can, until we work the limits down to the correct ratio.

To find what constitutes expense we must begin at the beginning. Let us say a merchant has $10,000 which he puts into a business. He might loan that anywhere at 6 p.c., hence it is worth 6 p.c. and must naturally cost 6 p.c. Thus, his primary item of expense is $600 a year for interest. He buys furniture, fixtures, wagons and other equipment; and, being a prudent, careful man, he confines that investment to $1,250—a truly moderate figure, as things go nowadays. The fixtures, etc., will shrink 10 p.c. per annum, to be on the safe side, so that item on an investment of $600, will show $60 a year for depreciation. The horses and wagons will last five years on the average, hence must be shrunk, 20 p.c. per annum, which, on the amount of $650, gives us another item of $130 per year to add to expense. Then there is the manager, whose salary must be paid—it matters not whether he is proprietor he must get his money. He is a valuable man, of wide experience in his line, who could get a good position elsewhere. So he is worth the money to his own business.

Figuring on a business of $60,000, which is about the limit for the capital, and allowing 2½ p.c. for the manager, we have another item of $1,500 to add to the annual expense. The premises in which the business is to be conducted may be owned by the proprietor; no matter about that. They are rentable and they must be charged up to the business at the going rental. Let us estimate $100 per month, $1,200 per annum, or 2 p.c. on sales. Next comes the mooted question of salary and wages expense. It is said to be as low as 6½ p.c. total in some places, and I know it is up to 10 p.c. in some others. But 6½ to 8 p.c. is said to be the proper range, so let us take 7½ p.c.—mainly because, to be frank about it, I cannot figure it down lower! This will give us 5 p.c. or $3,000 per year for wages expenses.

Our deliveries may be heavy or light, depending on location. Let us place a medium figure on them, say 2 p.c., giving us another $1,200 per year. Being wide-awake, we must advertise, and about 1 p.c. or $600 will do for the present, though that is very moderate. Then there are incidentals, like insurance, light, heat, ice, stationery, etc., for which all of 2 p.c. must be allowed, adding another $1,200 and giving us a grand total of $9,490 or 15.81 p.c.

Now, let me premise by what will occur to you, namely, that no man would start out just this way. He would begin small and work up to that point. But, the idea is that any merchant who, at the end of one year finds himself with around $10,000 total capital in his business and who decides that the business is large enough to continue the employment of $10,000, is in precisely the position I have indicated, and he must figure things just this way. What he can do if he decides that he does not need all the capital he

ARTICLES ON BUSINESS MANAGEMENT.

The attention of readers is directed to a series of articles beginning in this week's issue. These articles are written for Hardware and Metal by Henry Johnson, junior, who has spent thirty-two years in the retail trade and knows exactly what he is talking about. They will deal with Business Management in the store, including expense of doing business, accounts owing and owed and the knowledge which ought to be possessed by the merchant who is anxious to become a successful business man.

Mr. Johnson invites correspondence and any sent through Hardware and Metal will be considered strictly confidential and forwarded to him.

finds invested is another question, which we shall take up another time.

You will say that this expense account is too high. Truly, it is. Yet I can point out to you many successful merchants who are carrying just such a load as I have indicated; and the question is are you carrying a load like it? That is where you come in.

Based on Actual Conditions.

In this paper I have not drawn a fantastical condition, but one based on conditions prevailing in many a retail store. I do not say that the owner always knows his condition. Fact is he often does not know it. That is why I have set it before you; maybe it will help you to find some weak spots. When the spots are found the remedy will often be found also. Thus, in looking for any "method" such as was suggested at the beginning of this article, think first of finding the actual conditions prevailing in your business; and the remedy will follow almost automatically.

If you have an actual or suppositious problem, suppose you write me about it. Nothing will be divulged as to your identity unless you specially desire it; so we can talk freely, of intimate concerns in this family circle, and benefit each and all accordingly. Let me have your views.

HOW TO SHARPEN A BIT.

It might be assumed that every carpenter and cabinet-maker knows the right from the many wrong ways of sharpening an auger bit, and no doubt many do. But the augur bit is a little different from a good many other edge tools in that knowing the right way to sharpen really depends on knowing the idea on which it is constructed. The



Sharpening Spur.

modern perfected bit represents a vast amount of experimenting with angles, cutting edges and screw threads, which in the new bit are in exactly the right relation to each other. A little wrong use of a file easily destroys the correct planning of the manufacturer, and for this reason it may be profitable to summarize here some of the directions given in a small booklet just issued.

The first work of a bit is, of course, done by the screw on the tip. It is part of the business of this screw point to centre the hole, but even more to lead the broader cutting edges—the lip and



Sharpening Lip.

the spur—into the real work of boring. For ordinary uses, and for woods that are not excessively hard or gummy, the worm has a double thread of carefully calculated pitch. The so-called quick-boring bit, however, has a single-thread point, the thread having a steeper pitch than that of the double-thread point. Because of its more prominent and steeper single thread, the quick-boring point leads the bit effectively into the gummiest woods, or into the hardest, like lignum vitae. In softer woods this point insures very fast cutting, and bits of this type are therefore particularly well suited to electricians' work. A third style, the square or "diamond," point, is sometimes provided for bits to be used on machines with forced feed. The following directions for sharpening bits are gathered from the text of a booklet on the subject just issued, by the Russell Jennings Manufacturing Co., Chester, Conn., makers of bits, which represent the original patents for the extension lip found in all modern bits.

Sharpening the point, or worm, is hardly advisable or practicable except with the diamond point, though the skillful manipulator of a fine, three-cornered file can do a good deal in the way of restoring a point that has got battered in a collision with a nail. But it is with the lips and spurs that most can be done in the way of sharpening, and it is important to sharpen those in a way that shall keep to the utmost the efficiency of the brand-new bit.

The spurs should be sharpened with a flat, second-cut file, used on the inside of the spur—never on the outside; and the general shape of the spur should be maintained as in the new bit. In filing, it is not necessary to sharpen the back edge; simply thin the front edge until this edge is sharp, and file back far enough to keep the original shape. Filing only a small portion of the inside surface next the dulled edge would leave a shoulder which would make the turning of the bit take up more force than would be required with proper sharpening, and would besides reduce the cutting efficiency of the edge of the spur.

For sharpening the lips, the proper file is a half-round, second-cut. Use the flat side of this file on the side of the lip that is away from the screw point—never on the side next to the point. The slope of the face of the lip that is next to the tip is essential to the proper action of the lip in diving into the wood, and so must not be changed. In sharpening the edge of the lip, file away from the edge, toward the shank of the bit. This leaves the edge clean, and free from any feather edge.

For bits $\frac{5}{8}$ inch and larger use a six-inch file; smaller files for bits of less than $\frac{5}{8}$ inch diameter. For the lip the half-round file is necessary. The same file may be used for the spur provided care is taken not to let the edge of the file out a furrow in the lip. Nothing but a really good file is of any use on a tempered bit.

APPOINTED SALES MANAGER.

George E. Boomer, for the past eight years traveling salesman for the Sherwin-Williams Company in the Maritime Provinces and Eastern Ontario, and during the past year calling on the manufacturing trade for this company, has resigned to accept the post of sales manager for Shurly & Dietrich, saw manu-



GEORGE E. BOOMER, Toronto,

Just Appointed Sales Manager of Shurly & Deitrich, Galt.

facturers, Galt, whom he represented on the road before joining the Sherwin-Williams Company's staff.

Mr. Boomer has been on a fishing expedition during the past week and will begin his new duties at Galt next week.

Concentration on One Line in Window Displays

A merchant makes a Fair Test of the "Concentrated" and the "Generally Assorted" Window displays, and Finds the Former Wins Out. —Windows Reflect the Character of a Store—The Question of Price Cards, Valuable Window Pointers—Display Must be Changed Frequently.

The value of concentration in window displays was thoroughly proved the other day by a hardware merchant. In order to settle doubts in his mind as to which kind of display—the "concentrated" or the "generally assorted" one—attracted the greater amount of attention, he made a fair test of the two ideas. The first week he displayed in his principal window a varied assortment of hardware, all harmoniously arranged, but not blending to bring out any particular department of hardware. Great care was taken with the display so that the test should be absolutely fair. A careful watch was made upon the outside effect and daily observations made as to the pulling power of the display.

The following week the window was given over to the "concentrated" display. Various lines of warm weather goods, such as hammocks, garden seats, water coolers, freezers, etc., were grouped so as to bring out the idea of hot weather and the best way of making one's self comfortable in such circumstances. No spectacular effect was introduced in the shape of a figure or any other extraneous device. Simply the usual lines were employed. This was done to make the test a fair one.

There was, however no mistaking the advantage that the second window had over the first. For every single person pulled to the window by the "assorted" display fully half a dozen were attracted by the "concentrated" one, while the business done was considerably greater. For instance, although a hammock was shown in the first display no sale followed during the week, but in the second a most satisfactory trade was done in them. "For my part," said the merchant, "I want no better evidence of the advantage of the one display over the other, and you will never find me showing a window without having the lines so combining that a central idea is brought out. It is like a circus with three or four acts going on at the same time. The eye wanders from to the other, no performance is noted in its entirety, and the recollection of any particular act is a very vague one. But show one performance alone, and the case is different. All the points stand out, and the impression on the mind afterwards is a very clear one. It is the same with the "concentrated" display."

The windows of a store are like the clothes of a man—they reflect the character of the organization controlling them. A well kept window shows that the merchant is proud of his goods because he takes care to display them amid the best surrounding. But a window that is dirty and showing goods thrown in carelessly betokens the merchant who takes little pride in his stock. There is no special effort to attract the public. It is not too far-fetched to say that a store is known by its windows. They are a mark of quality in the eyes of the public. Many can only judge of the store by the appearance of the windows. The more alluring you make the latter, therefore, the more chance that when these people do want hardware that they will buy from you. Besides comments are passed on windows just the same as on other things prominently before the public eye. See what advertizing the bright store gets when favorable comment is made as to its attractiveness. Windows are the best advertizing medium that a merchant can have, and properly handled they repay all the trouble and care taken in them.

A Necessary Combination.

There should be a happy combination between the printed advertising and the window displays. You have gone to the homes of the people by aid of the former. Round the breakfast table, or in the quiet hours after supper, you have caused your goods to be talked about; the prices discussed; and the idea formulated that it would be worth while to have a look at the store to see what the articles are like. If the merchant shows none of them a feeling of disappointment is created, and the store is not entered. But with the goods on view the interested can judge for themselves that the advertising matter has not misled, and probably a sale is effected. In any case the public has been drawn to the store, and their attention arrested; while there is no feeling of disappointment to react on the reputation of the store. It is fine points like this that mark the progressiveness of a store, and keep the public in a favorably disposed condition—the precursor of many a sale.

The Using of Price Tickets.

There is a good deal of controversy on the question of using price tickets in a window display. Some authorities condemn the pricing of articles on the grounds that the cards detract from the artistic nature of a design. This may be true to a certain extent. But while it is of great advantage that a display should be artistic, the window is not there for spectacular effect alone—it is there to sell goods. Therefore, although tickets may take some of the artistic effect away, they sell more goods.

The advisability of using price cards depends largely upon the character of the goods displayed, and the nature of the design. If ordinary staples of hardware are shown, goods which are practically necessities, then there is no occasion to give the prices; but if lines are shown which are more of luxuries—goods in which the price in often the determining point, then cards should be displayed. Many a person attracted by an article of silverware, for instance, hesitates to enter a store, when there is no price marked. There is a doubt that when the article is asked for that the price may be more than the customer can afford, and rather than this it is decided to wait a while, and the sale is lost. Articles that aproach anywhere near luxuries, therefore, should always be priced. With a window that is purely intended for spectacular effect, and everything given up to that end, the case is different, even though all luxuries are shown.

Window Pointers.

Some very pointed precepts on window display published some time back in a booklet, are well worth reproducing in these columns. They were as follows:—Don't ever dress the window for any purpose other than as a means of advertising your goods. Don't forget that the window, like newspaper advertising, is intended to bring results. Don't stick to one style of trimming. Branch out. "Variety is the spice of life." Don't depend too much on fixtures. Don't wait until Saturday to wash your windows. Don't let your window displays get dusty and stale. Don't forget that dirty windows shut out trade as well as light. Don't put in freak displays that have no connection with your business. Don't neglect to have neat, attractive show cards. Don't fear people will think you haven't the stock just because it is not all in the window. Don't allow your window display to shut off the view of the inside of the store. Don't turn the window trimming over to the youngest clerk—unless he shows aptitude for it. It is too important to be slighted. Don't forget that the keynote of a good display is simplicity. Don't overcrowd your window. Don't overlook the seasonableness of all displays. Don't have one of your clerks in front of your store washing windows or sweeping the walk after business has started. Don't show many different kinds of goods at once. Don't spoil your window display by hanging up show bills or other advertising not concerned with your business. Don't fail to "hook up" your window displays with your advertising.

Change Displays Frequently.

One important fact stands out very prominently in the art of window display, and that is the necessity of changing the displays frequently. A week is quite long enough for any display. It may not be necessary to take all the contents of the window out, but enough changes should be made to prevent the window getting stale, and thus losing its force upon the public. Once people get accustomed to a display then no more notice is taken of it—familiarity dulls the effect. Always give the windows a fresh appearance, and you will accustom the public to look out for these new effects, and take an interest in the store.

HARDWARE AND METAL

Established 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Addresses :

Canada: Macpubco, Toronto. England: Atabek, London, Eng.

OFFICES :

MONTREAL - - 701-702 Eastern Townships Bank Bldg Telephone Main 125

TORONTO - - - - 143-149 University Avenue Telephone Main 7324

WINNIPEG - - - - 511 Union Bank Building Telephone 3726

VANCOUVER, B.C. - - - - H. Hodgson, 11 Hartney Chambers

LONDON, Eng - - 88 Fleet Street, E.C. E. J. Dodd Telephone, Central 12960

NEW YORK - R. B. Huestis, 1109-1111 Lawyers' Title, Insurance & Trust Building Telephone, 1111 Cortlandt

FRANCE - - - - - John F. Jones & Co., 31bis Faubourg Montmartre, Paris

SWITZERLAND - Louis Wolf; Orell Fussli & Co., Zurich

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

THE FUTURE OF LINSEED OIL.

Crushers, paint manufacturers and hardwaremen are trying to look into the future to see what prices flaxseed will bring forth. At this season of the year, just when the new seed is about ready for the harvest, all kinds of predictions as to linseed oil quotations are made.

The crops of flaxseed in the United States and in India were short last year, and Canada and Argentina were unable to make up the deficiency. This caused a firm and rising linseed oil market. Before the close of 1909 paint manufacturers in Canada and the United States were forced to raise the price of ready-mixed paints, and by last spring, because of still higher linseed oil quotations, another raise was made in paints.

The year opened up with linseed oil at 80c and 83c for raw and boiled respectively, but by February dollar oil was predicted. Hardwaremen were asked to book up, but uncertainty as to the future held back a number of buyers. Those who did book made a wise move, as it subsequently turned out, for by the end of March the $1 mark had been touched. Since then there have been fluctuations at various times between 90c and $1, but the general tendency is upward. Compared with prices at this time a year ago (64c and 67c), to-day's quotations of 94c and 97c are high indeed.

The estimate of 32,000,000 bushels of flaxseed in the United States made in the early summer has been cut down to 25,000,000, and the Government's estimate is placed at 16,500,000, about two-thirds of an average crop. The dry, hot weather in June hurt the flaxseed plants, and crushers in the Northwestern States anticipate again buying seed in Canada this year.

Our own west was hurt to some extent by the drouth, but being a later crop, flax has had a better chance of recovery. North of Brandon should yield 15 bushels to the acre, though 10 bushels will be about the limit south of that place.

It was thought that farmers would go pretty extensively into the cultivation of flaxseed this season, because of the high prices ruling last year, but they hold that flax robs the soil more than any other one grain and makes it unfit for nearly three years, and that with a large acreage of flax under cultivation the return would be brought so low that it would hardly be made to pay. Flax is now selling at around $2.50 at Duluth and Chicago, almost double last summer's price, and it looks as if high quotations will rule the coming season. Argentina seed will not come on the market until after the turn of the year.

METALS DURING JULY.

During the month of July the prominent feature of the primary metal markets was the terribly depressed state of copper. Falling to 12.15 it looked as if we were in for a severe panic, but prices firmed somewhat under reports that producers were in Europe talking over restriction of output. This improvement lasted until the end of the month, when copper reached 12.50 in New York—a slight advance on the opening figures. It has all along been maintained in some quarters that production would automatically become restricted, when copper prices sank to such a point that production would be made at a loss, and this point was variously estimated at around the 12c mark. Unfortunately this idea has been exploded by the announcement that some of the large interests are producing copper at six cents a pound, and that even this figure may be cut in time. It therefore does not look as if 12c copper would, of itself, relieve the strain.

As a matter of fact the large interests seem to be setting a new price for copper, and that unless the supply is controlled, old-time figures, under ordinary marketing circumstances, are gone, never to return. There seems to be only one way out of the present impasse, and that is for the producers to come to some agreement. Figures which would at one time have been so tempting to the large dealers cannot be said to invite much buying now.

Tin on the whole may be said to have finished the month about the same strength that it opened it, although a jump has followed. When copper struck its lowest point the market fell in sympathy, but soon recovered. There has been some very heavy buying in New York, the deliveries into consumption for the past two months reaching 8,800 tons, which is a record. It is doubted whether this metal is being actually used, so that this month may see some active market manipulation. Spelter in London has been advancing steadily, being over 7 shillings higher at the end of the month than the commencement. The syndicate there seem to have things under stronger control again. Prompt supplies in the Old Country have been hard to get. At St. Louis the metal has fluctuated a few cents, but there has been practically little change. Lead is a few points weaker on the month. Business on the whole has been quiet.

In iron and steel conditions have been brighter in the States, owing to the curtailment of production. New business is not coming in quickly, and deliveries on some contracts have been held up, but on the whole the situation is improving. There has been further softening in prices to meet competition. In the Old Country, judging from Cleveland warrants, the market conditions have shown little variation during the month.

MANUFACTURERS CRITICISE JOBBERS.

Canadian hardware jobbers come in for a lot of criticism from British manufacturers and their representatives who visit Canada and endeavor to establish business relations with the trade here. Wherever the blame lies, a good many visitors return to Britain with the feeling that the men they have called upon are "hide-bound" and "rusty" as one English manufacturer expressed himself to Hardware and Metal last month.

Owing to the peculiarities of the market manufacturers seeking to sell their goods in Canada must sell through the jobbers or go to the expense of establishing direct representatives in the larger centres—and the fact is plain that the number of these manufacturers' agents is steadily increasing.

There may be faults on both sides. English manufacturers may be considered conservative and some of their products may not be suited to the Canadian market. But manufacturers who are enterprising enough to come to Canada for business will be, in most cases, only too anxious to suit their goods to the market.

Wholesalers cannot buy from every manufacturer who solicits business, but they stand to lose a large volume of trade by being too conservative in their dealings with British manufacturers who seek to enlarge their trade in Canada.

TWO MORE MERGERS.

Dominion charters have been granted to the Sheet Metal Products Co., of Canada," capitalized at $5,000,000, with headquarters at Toronto, and the "Hamilton Stove & Heater Co.," with a capitalization of $600,000, with headquarters at Hamilton.

Considerable mystery surrounds the first mentioned concern. Rumors have been prevalent for some time that the Metallic Roofing Co., Toronto, Metal Shingle & Siding Co., Preston; The Pedler people, Oshawa, and the Galt Art Metal Co., Galt, were to be merged into one concern at the end of this year, and consequently the "Sheet Metal Products Co," with its big capitalization, has been connected with the proposed merger of metal roofing concerns. The lawyers who are the provisional directors of the company decline to give out any information, and J. O. Thorne, managing director of the Metallic Roofing Co., when asked for information stated that he was interested in learning all he could about the "Metal Products Co., but said he could be quoted as saying that his company had no connection with the new concern. In his opinion it seemed probable that the new company was formed to take over the various stamped metal ware manufacturing plants. A. E. Kemp, of the Kemp Manufacturing Co., when interviewed, was also eager for information but unable to throw any light upon the proposed "Sheet Metal Products Co."

The second new concern referred to, the Hamilton Stoves & Heater Co., is generally understood to have been formed to take over the four stove foundries at Hamilton, the Gurney-Tilden Co., D. Moore Co., Burrow, Stewart & Milne, and Bowes, Jamieson & Co. A meeting was held at Hamilton on Thursday afternoon to consider the plans for the merger, but it is possible that the present plans relate merely to the organization of a company which can be used as a basis for a merger to be completed later.

NO MORE PRISON-MADE GOODS.

The action of the Ontario Government in refusing to renew any of the prison labor contracts between private firms and itself is to be commended, as it will undoubtedly clear the business atmosphere of the province by removing from trade prison-made goods.

The last Central Prison contract, that of Taylor, Scott & Co., will expire on September 1 next. This company had a five-year contract with the Government by which they were enabled to use the labor of the prison, its factory, machinery and power in the making of brooms, woodenware, small wagons, etc. Another contract that of Converse & Co., for the making of cordage and binder twine terminated on June 1 last, although legally the contract did not expire until August 1.

Both of these contracts affected the hardware trade in that the goods manufactured found their way to the consuming public either through hardwaremen or in competition with them. From time to time complaints have been heard from both hardwaremen and manufacturers that cutting has been indulged in because of the presence of prison-made goods on the market. This cause for discontent will exist no longer.

LET US AVOID HYPOCRISY.

The extra-provincial tax of British Columbia is a menace to inter-provincial trade. There is no doubt about it, and no one denies it.

It is a sort of McKinley Act levied against the other provinces composing the Dominion.

But while this is true, do not let us who live and do business outside British Columbia play the hypocrite. These British Columbians may be sinners greater than we are in this one respect, but none of us can lay claim to being altogether free from narrow provincial legislative sins of the type which has been placed upon the statute book of British Columbia.

Several of the provinces have rather drastic laws on their statute books in regard to extra-provincial companies. In Ontario, for example, the penalty for non-registration is the same as in British Columbia, namely, $50 a day for the company and $20 a day for the agent or representative. And then some that have not extra-provincial taxes, permit municipalities to levy taxes upon commercial travelers, which is even a more irksome form of taxation.

Wherein the British Columbia Act chiefly differs from similar Acts on the statute books of Ontario, Quebec and Manitoba is in its enforcement. British Columbia seems determined to strictly enforce the law; the other provinces that possess a similar law are in the main unconcerned about its enforcement. The Vancouver Board of Trade has failed to induce the Attorney-General to suspend the operations of the Act for even six months.

The enforcement of the law will certainly interfere with trade relations between British Columbia and the other provinces.

But the tax of $25 to $250, according to the capital stock of the company, is not the worst feature of the legislation. It is its narrow provincialism that is most to be deprecated.

It is nationalism, not provincialism, which should be the aim of every Canadian to develop.

A law which, according to the Attorney-General's own word, declares it to be illegal for a person in British Columbia to order goods from a non-registered company located outside the province, certainly does not savor of nationalism.

Before, however, the business men of eastern Canada seriously undertake the modification of the objectionable British Columbia Act, would it not be well for them to begin at home? Their laws, in practice, may not be as aggressive as that in British Columbia, but they are on the statute book, and as long as they are thereon they can scarcely, with clear consciences, undertake the regeneration of their fellow sinners in the Pacific Province.

LABELS ON GOODS.

The success of the trade-marked and privately branded goods in all branches of trade emphasizes the desirability of retailers taking advantage of labelling as many of the articles going out of their store as it is possible to do.

A retail hardware store in Hamilton has a supply of gummed labels which are attached to all articles sold, the plan being considered a good advertising plan, especially in a city where it is expensive to advertise in the local daily papers.

An increasing number of hardware retailers are handling alarm clocks and many of these are taking advantage of the offer of manufacturers to print their firm names on the dial, this providing a permanent advertisement in a conspicuous place in the customer's home.

Every advantage should be taken of offers of this kind as it is by keeping the firm name ever before the eyes of possible customers that a business is built up. Advertising brings customers to the store and then good goods and fair treatment holds the trade.

ADVERTISING BROUGHT RESULTS.

Editor Hardware and Metal.—We have to-day received copy of your fall Stove and Western Number and wish to compliment you upon the appearance of same.

Recent advertising in HARDWARE AND METAL has brought the best of results and we believe that so far this is the best ad. in color which any paper has reproduced for us. In fact, we like it so well that we are re-printing it and sending it out to each individual customer in Canada.

The service HARDWARE AND METAL gives us, has, up to date, been most satisfactory.

GILLETTE SAFETY RAZOR CO., OF CANADA,
A. A. Bittues, Managing Director.
Montreal, July 29.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKET BRIEFS.

Toronto.

Linseed Oil—Cut of 2c.
Turpentine—Declined 2c.

MONTREAL.

August 5.—With prices unchanged this week, and no very great activity in orders, the market presents a quiet appearance. In fact all the signs are apparent of a dull season period. Small orders have come in steadily but there has been no snap to things, while the large users are still waiting on the market. There is a feeling of confidence that a strong demand for metals will be apparent in the fall, as users report that they all expect to be busy on the finished articles.

Copper seems to be weakening a little, although the market is still buoyed up with the hopes of some agreement among the producers. London has shown speculative weakness. Tin opened the week with a big jump but fell away again. Spelter shows a steady climbing forward. The heavy curtailment of production of pig iron in the States has tended to clear the air, although new business has not shown much improvement as yet. Consumers are using up stocks taking much less delivery from the furnaces to do so. Cleveland warrants are showing slight improvement.

Pig Iron—The local situation shows no change. The import market is firm, and while iron is being freely distributed, good orders for late season shipping are being booked. There is a growing disposition to book well ahead for winter requirements owing to the difficulty experienced last winter in getting iron. Domestic furnaces are well booked up, the market being firm. The output of pig iron in the States during July was heavily curtailed, preliminary returns indicating a reduction of about 140,000 tons. There was some further softening in prices last week. New business has shown a slight improvement.

Tin—Tin is unchanged locally at 35c with a good average mid-summer business doing. The smaller users are still providing most of the business. The primary market made a jump at the commencement of the week probably due to the shortage which has existed in New York owing to the record deliveries into the interior. But heavy arrivals are due, and this will relieve conditions.

Copper—Copper is unchanged locally at 13¼ to 13½c. Business is on the quiet side. The larger users are off the market for the time being. Concessions are not hard to get on a decent sized order. The New York market shows signs of weakening again, the English speculative market apparently going back on New York. Securities are not showing much confidence in the position. American consumers are very shy, and seem to have lost all interest in the market. What business is doing seems to be of a speculative character. The rumor that the copper magnates in Europe are combining on output reduction is still being generally discussed.

Spelter—Spelter is unchanged locally, with fair business offering. An advance in price is not unlikely in the future as the English market seems in for another spell of higher prices. For some time now figures have advanced. St. Louis is about the same.

Lead—Local quotations for both Trail and imported are unchanged. The market is not showing much character. Business on the whole, however, is well up to average especially from the smaller users. The English market is showing little change.

Scrap—Scrap lines are unchanged. There is not much scrap on the market while buyers are not over anxious to come to terms. We quote: Heavy copper wire at 11c; light copper bottoms, 9½c; heavy red brass, 8c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3c; No. 1 wrought iron, $12; machinery cast scrap, No. 1, $16; stove plate, $12.50; malleable, $9; miscellaneous steel, $5.

TORONTO.

August 5.—While on the whole there is not a great change in trading, fall inquiries are coming in plentifully enough to presage good business in the fall. For present consumption metal dealers are bidding for iron orders and in many cases are cutting off 50 cents a ton to get the business.

Booked orders still take the volume of passing trade. There have been large quantites of iron imported, and to this is due the easier price tendency. Still Canadian furnaces are busy. The strike hurt deliveries greatly. One statement made is to the effect that some hundreds of cars of iron are stalled at Hamilton, the C. P. R. being unable to move them fast enough, although five locomotives are constantly engaged in pulling the cars to Toronto for distribution. The settlement of the G.T.R. strike should help some.

The holiday season has thrown additional work on office and warehouse staffs and there is a brisk appearance to the metal houses, despite the fact that trading has fallen off some since the commencement of July. The accepting of freight for G. T. R. points has also—this week, at least—helped create a stir in the metals trade.

Pig Iron—Business continues along the lines reported last week. Bookings are still taking the greater part of trade. There are good inquiries for fall delivery, but present business is being keenly contested for and at close prices. Quotations remain unchanged. Production is somewhat restricted, though stocks are large. No. 1 Canadian foundry iron is at $20, and No. 2 at $19.50, f.o.b. furnace. Middlesboro No. 3 is $20. Summerlee No. 2, $22.50; Cleveland No. 1 and Clarence No. 3, $20.50 and $20.75 respectively. Scotch irons are about the same figures: Jarrow is $20.50 and Glengarnock, $22.50. The Nova Scotia Steel & Coal Co. broke all records in pig iron production in July, the production being fully thirty per cent. greater than any previous month in the Company's history. Since July 1 the furnace has produced over 250 tons every day and one day the 300 ton mark was reached. Previous to the recent relining and remodeling of the furnace lines the best day's record was 240 tons and the daily average was about 180 tons. An average of 350 tons of steel ingots are also being produced.

Copper—Last week's low figure $13.25 is the prevailing price. Production still keeps up at an enormous rate.

Tin—Prices have fluctuated in outside markets but 35c is still quoted locally. Demand is fair.

Lead—Domestic is still quoted at $3.75 and imported $3.80.

Spelter—the market is firmer, though the actual quotation remains unchanged at $5.75.

Sheets and Plates—The market is strong, but unchanged. Demand is brisk for this season.

Old Materials—Dealers are paying for heavy copper and wire, 10½c; light copper bottoms, 9c; heavy red brass, 9½c to 10c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3½c; No. 1 wrought iron, $10; machinery cast scrap No. 1, $14.50; stove plate, $13; malleable, $8; miscellaneous steel, $6; old rubbers, 9c.

HARDWARE MARKETS

MONTREAL.

Aug. 5.—What with the dull season, the congestion of freight on the Grand Trunk, and the vacations, trade and shipping are somewhat upset, "still despite all these little troubles" as one jobber remarked, "we are able to sit up and take notice and more than pay our way. Trade is now of an absolutely sorting up description in general lines. No particular class of hardware seems to be prominent. It is evident however, that a general steady consumptive call is in evidence throughout the country.

Fall booking is about the same. Guns, ammunition, canvas coats are looking up a bit, but no decided movement is yet

in evidence. Fruit preserving utensils are about as prominent as any line, while builders' hardware and heavy hardware are selling well. Nails are moving strongly. Although there is no actual shortage, the mills are only about keeping up with the demand. No change in prices are reported. The general tone of the market is firm with a healthy outlook.

Seasonable Lines—Most ofthe trade doing now is in general hardware lines of a sorting-up description. A few rush orders come in from merchants who have left their stocks run too close. No line seems very prominent. Booking is about the same, in sleigh bells, lanterns, horse blankets, and cow ties. A few lumbermen's tools are commencing to be booked.

Builders' Hardware—The movement in general lines of builders' hardware is very steady in a sorting-up way. Lock sets are probably most prominent. The market is firm and we quote: Lock sets (inside), $4.25 per doz. and up; lock sets (outside), $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½c to 33c.

Bolts and Nuts.—A steady movement in most sizes continues. Nails are in good demand, with the mills just about keeping up. The market is unchanged, and we quote: Discount on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Sporting Goods—Booking has improved for guns, ammunition, wads, primers, hunting knives, and hunting clothes. Summer lines of sporting goods are practically dead. Camp enamelware is selling strongly.

Preserving Utensils—Preserving lines such as fruit presses, apple parers, seeders, kettles and jars are in good demand. An active season is anticipated in these lines.

Heavy Hardware—General lines are moving steadily, some heavy orders going by boats. Prices are unchanged, and we quote. Chain coil, ¼, $5.25; ⅜, $3.80; ½, $3.50; ¾, $3.25; 1, $3.25; anchors, 4½c. lb. up; merchant bar iron and mild steel, $1.90; steam gauges, $1.50 each up; injectors, $4 to $18 each; and steam gauges, 35c to 80c.

Wire—Strong movement is expected in hay wire towards the end of the month. Fencing wire is steady. The market is unchanged, and we quote: Barb wire, car lots, mixed, $2.45; small lots, $2.50; plain twist, car lots, $2.75; small, $2.80. Galvanized wire No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots f.o.b. Montreal. Coiled spring fencing, $2.30 straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.35 base. Staples, bright, $2.60; galvanized, $2.85.

TORONTO.

August 5.—Considering that this is the holdiay season the hardware trade is very fair. The early part of July was particularly good, but it tapered off towards the close, and has hardly recovered as yet.

Travelers are again going back on their routes, but there are a great many letter orders still arriving, calling for small quantities or odd articles principally.

Demand keeps pretty much to staple and seasonable lines. Strictly summer goods are about done. This has been a splendid season for refrigerators, lawn mowers, ice cream freezers, hose and screens for doors and windows. Very few of these will be carried over to next year by either the jobbing or retail trade.

Present calls are mostly for agricultural goods and builders' hardware lines. There are too, some good sorting-up and shelf stock orders, but they are not numerous. Fall inquiry is beginning. All prices hold firm. The G.T.R. strike settlement has made the shipping rooms busy this week.

Seasonable Lines—Agricultural implements—haying tools, forks, rakes, scythes, grain cradles—are the most wantable articles. Shovels, too, are brisk. Preserving tools and utensils are selling well among the hardwaremen, which is a good feature, as retailers complain a little about the present dullness.

Builders' Hardware—This department of the trade is noticeably and particularly busy just now. Even samples are being utilized to fill out orders. Locks singly and in sets are the principal articles, and during the week a big demand has shown itself for building and roofing papers. Screws and nails, both wire and cut, show splendid sales. The market is firm. Builders' and mechanics' tools are as active as they were in May.

Wire Goods—Hay wire is very active and wire nails are also moving freely, prices being unchanged at $2.35.

Bolts and Nuts—Demand is very good in the most used sizes and manufacturers report a good trade.

Heavy Hardware—Demand for pipe is exceptionally good, and bars and rods continue active. There is a good volume of chain moving.

Sporting Goods—Motor boat, bicycle and automobile supplies are going well just now and buying of supplies for the fall hunting trade is picking up. The call for guns and ammunition is splendid, some very fine orders for September shipment are already on hand.

U. S. METAL MARKETS.

New York, Aug. 3.—The Iron Age says: The blast furnace statistics for August 1 show plainly the contraction that is going on in the iron trade. In July the production of coke and anthracite iron was 2,142,442 tons, or a daily rate of 69,111 tons, as against 2,265,478 tons in June, representing a daily rate of 75,516 tons. The falling off is chiefly in the output of steel works blast furnaces, their production being 4,500 tons a day less in July than in June.

It should be noted, however, that steel production has not declined in the same ratio as that of pig iron, since the large steel producers are now drawing upon their stocks of pig iron and scrap. These have grown in recent weeks, and the accumulation has been accentuated by an increase in stocks at merchant furnaces producing steel-making iron. The United States Steel Corporation is now operating 72.5 per cent. of its blast furnace capacity, having 39 furnaces out of blast, as against 35 furnaces July 1 and 31 furnaces June 1.

With 256 coke and anthracite furnaces in blast August 1, or 57 less than on February 1, the country was producing pig iron at the rate of 25,600,000 tons, or 20 per cent. less than the maximum rate of the year, which was reached in February. The present rate is less than that of 1907 or 1909.

In the past week there have been evidences of rather more pressure on foundry iron prices. A number of sellers have been more actively seeking business, and $11, Birmingham, for No. 2 southern iron is now not uncommon. Business is still restricted, and most buyers are willing to wait longer.

In finished materials the wire trade seems the most active. The sales of the leading interest averaged about 7,500 tons a day in July, the total making a new July record. The reduction in prices also stimulated specifications, which were at the rate of 4,600 tons a day.

U. S. IRON TRADE.

Cleveland, Aug. 3.—The Iron Trade Review says: The iron and steel market is passing through a period of comparative inaction, which is not an unusual experience, but rather one that is expected each summer, usually in July and August. No buying movement of any consequence has developed in the pig iron market. Finished material holds its own fairly well, considering the holiday character of the season. Lower prices on wire and nails are bringing out much heavier tonnage and jobbers and consumers who were holding out for still lower prices are placing some large orders. There has been no car buying and there is only moderate buying of plates.

The late George Vallance, of Wood, Vallance and Company, Hamilton, left an estate valued at $165,445. His widow will get the income while she lives, after which the estate will be divided amongst relatives.

HARDWARE TRADE GOSSIP

Ontario.

J. N. McGregor, hardwareman, Oakville, was in Toronto this week on a buying expedition.

W. M. Cameron, hardwareman, at Emo, sustained a loss through fire in his store last week.

Miss A. E. Butler has been succeeded in the hardware business at Perth by E. E. McArthur.

The hardware stock of Arthur Ion, Barwick, has been sold to E. Tompkins, and the assets have been transferred to the trustees, Kent & Salter.

The report has been denied from the office of Commissioner of the Hudson Bay Company, Winnipeg, that the company intend to open a store in Toronto.

Wortman & Ward, whose large factory at London was recently burned, have bought a tract of land in the western part of Winnipeg and will build a large factory there in the fall.

L. H. Johnstone, publicity manager of the Nova Scotia Steel & Coal Co., New Glasgow, was a caller at the Toronto office of Hardware and Metal, last Saturday.

Wm. G. Ballantyne, of The Sherwin-Williams Co's Toronto office staff, left yesterday for a ten-days' fishing trip in the Spanish River and in the vicinity of Copper Cliff.

C. A. Thomas, traveling salesman for The Sherwin-Williams Co., has returned from a two-months' holiday trip in Europe and is now back on his route in Western Ontario.

J. H. McNulty, general manager of Pratt & Lambert, Bridgeburg, Ont., who with Mrs. McNulty has been traveling in Europe for two months, sailed for home from Liverpool on the S.S. "Celtic" July 30.

A. Sykes, of Sykes & Sons, London, Eng., makers of croquet, lawn tennis, cricket, golf sets and other sporting goods, called on the hardware jobbing trade during the week.

Edgar Bloxham, representative of the Taylor Forbes Co., Guelph, at Paris, France, is on a visit to Canada conferring with the principals of the company regarding export business of boilers and radiators to that country.

The employes of the James Stewart Manufacturing Co., Woodstock, held their annual picnic at Riverside Park, Beachville, Saturday, July 30. A "Garnet" range was given by the company to the lucky holder of a ticket in a drawing.

H. W. Birch, of Jno. Shaw & Sons, hardware factors, Wolverhampton, Eng., is visiting Canada and studying the hardware situation here. He was in Toronto for a couple of days early in the week, and left on Wednesday for the West. He will go out to the Coast.

Geo. T. Pepall, manager of M. & L. Samuel, Benjamin & Co., metal merchants, Toronto, left last Saturday for a holiday trip to Montreal and the East.

H. J. Hamilton, Toronto, representative of Drummond, McCall & Co., is also away this week on his vacation. He has gone to his summer cottage in Muskoka.

A. Welch & Son, stove dealers, 304 Queen street, west, Toronto, have purchased the adjoining two stores paying therefor, $52,000. The property measures 60 x 190 feet. This additional property will give the firm a frontage on three streets. It is their intention to alter and remodel the whole block for their own use.

H. N. Joy West Toronto, has returned from a two months' trip through Western Canada, where he was looking over the ground with the idea of going into business. Mr. Joy is enthusiastic regarding the possibilities of the west, though dubious about the practicability of irrigating land for wheat growing in Southern Alberta, considering it good for alfalfa and root crops only. He says Southern Alberta has been hit hard by drouth this year and many new settlers have returned to the States. Most of these will return, however, as the government has extended the homestead regulations for one year in this section.

Quebec.

Leduc & Lecavalier have been registered as hardware merchants, at Montreal.

J. Thurston Smith, Lewis Bros., Montreal, has returned from a short visit to Toronto.

C. M. Strange, Lewis Bros., Montreal, is spending his vacation at Old Orchard Beach, N. Y.

A. E. Hanna, sec.-treasurer of the Dominion Wire Company, Montreal, who with Mrs. Hanna and daughter, has been touring the United Kingdom and the Continent, returned last week on the Royal George.

N. Graburn, lately superintendent of the mechanical and electrical engineering department of the Montreal Street Railway, has secured some agencies in the mechanical and electrical engineering lines, and has left Montreal for Vancouver.

James R. Wilson, and K. W. Blackwell have joined the board of the Nova Scotia Steel and Coal Co., in the place of Robert Reford and R. E. Chambers, who resigned recently. Mr. Wilson is on the board of the Dominion Steel Corporation and a director of the Montreal Steel works. Mr. Blackwell is a practical iron and steel man, being president of the Montreal Steel works.

Western Canada.

W. N. Edwards has moved his hardware stock from Neudorf to Traynor, Sask.

F. F. Moore, hardwareman and grocer, Buchanan, Sask., has sold his business to Novokshouss & Aertousoss.

J. G. Hilberry, hardware merchant at Red Willow, Alta., is adding a grocery department to his store and is taking in a partner.

The Canada Metal Company, Toronto, have secured property in Winnipeg and expect to open a plant there in the near future.

Bert Lennox, manager Lennox hardware company, Winnipeg, is touring the east at present on a combined business and pleasure trip. He expects to visit New York before he returns.

W. Renwick opened a new hardware store a month ago in Macleod, Alberta, Mr. Renwick was formerly a partner in Macleod Hardware Co.

J. L. Hutchinson, manager Saskatoon Hardware Company, was in Winnipeg last week, on his way home from the Maritimes, where he was married a few weeks ago.

James Llewellyn, driver for the Babb Hardware Company, Portage la Prairie, was struck by a G. T. R. locomotive, while sitting in his rig, and died in a few hours from injuries.

The Woodhall Metal Co., Calgary, Alta., have occupied new premises in East Calgary. The building is large and spacious and fitted up with modern machines. It is the intention of the firm to extend the business and carry enamel ware and fancy hardware. The plant is possibly the largest of its kind west of Winnipeg. P. S. Woodhall is president of the company.

STEEL CORPORATION UNITES OFFICES.

The Canada Screw Co.'s offices at 69 Bay Street, Toronto, are being re-modeled, and hereafter will be the Toronto offices of the Steel Corporation of Canada. The Montreal Rolling Mills' office in the Home Life building, and the Dominion Wire Co.'s office at 27 Wellington Street East, will be closed, and the staffs removed to Bay Street. No changes will be made in the representatives. Chas. G. Knott will, as usual, look after the Canada Screw Co.'s business; Jno. H. Webber, the Montreal Rolling Mills, and Thos. F. Hodgson, the Dominion Wire Co.'s. This is the first move towards amalgamation since the various companies formed their merger.

NEW WINNIPEG WAREHOUSE.

The McClary Manufacturing Co., Winnipeg, during the recent exhibition in that city issued an eight page booklet showing a map of Winnipeg together with views of their warehouse as recently remodeled, one of them showing the spacious freight receiving and shipping platforms on the railway siding at the rear of the building. Four cars and six wagons can be loaded from the platform at one time, the entire platform being covered.

Another illustration shows the enormous tower for carrying the water tank for the sprinkler system which has been installed in this building, the four walls supporting the tower being independent of the building itself. Inside the tower are the machinery for large and small elevators and the stairways. It is made absolutely fireproof with automatic closing doors. The cellar of the warehouse is used for storage of repairs, castings, furnace and heavy goods, the ground floor for storage of ranges, the first floor for general offices and show rooms, and the four floors above are used entirely for enamel wares, stamped wares, stoves, etc. The building has a frontage on Bannatyne of 50 feet with a rear depth of 135 feet with the loading platform and tracks in the rear.

News and Methods of Canadian Hardwaremen

Technical Education for Hardware Clerks—New Foundry for Fort William—Special One Price Sale Conducted by Winnipeg Store—Travelers Enjoy Holidays.

DEVELOPING IRON DEPOSITS.

St. John, Aug. 2.—For some time the firm of T. McAvity & Sons have been considering the advisability of moving their iron foundry business to the west or establishing a branch there. In order that they may be fully informed of the conditions there, Mr. Stewart, manager of the Montreal branch, and Ronald McAvity, their Toronto representative, leave this week to look over the ground. The firm has been giving close consideration to the problems connected with their western business and are anxious to come to some arrangement by which they may save the heavy freight charges on castings, etc. If the report of their representatives is favorable they may open a foundry and factory at Fort William, or some other convenient western point. Until this is decided, no action will be taken with regard to securing better accommodation for their works at St. John.

At a meeting of the buildings committee of the school board held last week it was decided to call for tenders for a new school building. A large amount of repair work was ordered on the various school buildings.

John J. Drummond, a member of the Canada Iron Corporation, which is developing the iron deposits at Bathurst, was in the city last week. He stated that the corporation had about finished the building of the railroad from the mines to the I. C. R. and they expected to have trains running about August 10 and within a week thereafter they would ship the first ore from Newcastle. The full capacity of the mines will be from 1,000 to 2,000 tons of ore per day. The contracts for the ore, Mr. Drummond said, are mostly in, though some cargoes have been ordered for the old country.

F. MacClure Schlanders, commissioner of the board of trade of Saskatoon, who has been visiting here, has been summoned back to Saskatoon, as it has been decided to send him to Toronto to represent the town at the Toronto exhibition.

TECHNICAL EDUCATION FOR CLERKS.

Halifax, July 30.—There is not much doing in the wholesale hardware trade at present. The mid-summer dullness is at hand, and the trade is quiet in all lines. The unusual slackness in the building lines is felt to a considerable extent by the trade in general, the season being an off one. In the plumbing trade there is also extreme dullness. There are no large contracts on hand, and the majority of the firms are only doing a jobbing trade.

The retail hardware trade is, however, fairly brisk. Some of the firms that handle such lines as awnings, hammocks, and fittings for motor boats and pleasure craft, find trade fairly good. Of course, such lines as hammocks are being offered at reduced prices and these are attractive to the buyer.

The hardware merchants who appeared before the recent sessions of the Royal Commission on Technical Education and industrial training in Nova Scotia, expressed the opinion that clerks would be greatly benefited by a special course of training. E. K. Spinney, Yarmouth, one of the leading hardware merchants of this province, said that the clerks of to-day are sadly deficient in the three "R.'s." The writing to-day is poorer than twenty-five years ago, due to not enough care being taken in the schools with that branch of work.

DRUMMERS' SNACK CLUB.

Oakville, Aug. 3.—This year Oakville was the Mecca of several dozen members of the Drummers' Snack Club from Hamilton, Toronto, and points in central and Western Ontario, who made this pretty spot their home for a night and a day. This mid-summer pilgrimage was first born several years ago at Alton; it has now grown to be a sturdy youth of eighteen summers and more popular than ever.

For the man on the outside to realize just what the Drummers' Snack Club outing really is, he will have to attend one. Suffice it to say that the grocery and dry goods travelers who comprise its membership would sooner think of missing a "week end" at home than their annual Snack Club reunion.

It was decided to meet at Oakville again in 1911 and the following officers were elected: President, J. H. Wildfong, Toronto; Vice-President—Geo. Smye, Hamilton; Sec.-Treasurer—Robt. Algie, Toronto; Hamilton Sec.—Chas. Smye; Toronto Sec.—Wm. Meen; Oakville Sec.—Jas. L. Hewson; Hamilton Executive—W. Pringle, Wm. Dore, P. A. Somerville, H. Ekstein, Chas. Wilson, R. E. Smith, Col. John Stoneman, M. B. Tufford, S. Male, J. Wilder. Toronto Executive—W. H. Cross, Sol. Walters, W. J. Mills, Bert Groskurth, W. Madill, G. Campbell, Ed. Colwell, Walter Scott, Chas. Silver, Thos. Glouster. Executive at Large—W. Irwin, Owen Sound; Mike Matthews, Barrie; C. C. Weese, Lindsay.

TRAVELERS HOLD PICNIC.

London, July 30.—Wortman & Ward, whose factory was recently burned, may remove from London, offers having been received from two cities.

The Commercial Travelers' Association, which has 800 members, who travel out of this city, had a great time at Port Stanley last Saturday, and took 10,000 Londoners with them. It is seven years since the travelers entertained the public at one of their picnics. The baseball and pushball games were hilarious, and the baby show was a scream.

Quite a number of hardwaremen from western Ontario attended the bowling tourney here this week and took part in the play, in which 107 rinks were entered.

Police Magistrate Love took a lenient view of the situation when employes of the International Harvester Co. were brought into court the other day for working on Sunday. Their lawyer pointed out that it was repair work which was being rushed out, and that it was done largely to accommodate farmers. His Worship remarked: "The more help given the farmers in the harvesting of their crops the cheaper the commodities of the farm are made to us," and expressing the opinion that there was no wilful intention to break the law, refused to impose a fine.

Wholesalers here are still meeting with difficulty in getting out shipments which usually go over the Grand Trunk, on account of the strike. McClary's have a quantity of goods on hand which are consigned to points served by the G.T.R. only. Some goods are being sent by express.

Cowan's hardware ball team are champions of the city commercial league, defeating McClary's on Monday night of this week at Springbank by 15—6.

The Wednesday half-holiday is now celebrated by grocers, shoe dealers, florists, lawyers, liquor dealers and many others, but the hardwaremen have not joined the movement yet.

PROGRESS AT PORT ARTHUR.

Port Arthur, August 9.—The building permits for six months in 1910 exceed by $155,110, those of last year.

The statement of one of the largest hardware and metal firms in Port Arthur, that their business for the month of June was considerably larger than for the same month last year, is an indication of the progress of the city. Business is reported as highly satisfactory, especially in building material and contractors' supplies.

There are at present 1,000 men and 300 teams working on the permanent pavement, which is being laid on three miles throughout the business district.

The contract has been let, totalling $30,000, for a reinforced concrete bridge over Current River, to facilitate transportation to the manufacturing district.

The Canadian Northern are now having built a 100 foot addition to their steel dock and 60 feet is being added to the freight shed docks.

The Marks-Clevet-Dobie Co. have added three employees to their staff to take care of their increasing trade and the further systematizing of their business.

WINNIPEG EXHIBITION.

Winnipeg, July 30.—W. G. Murphy, general merchant, Carberry, Man., was a visitor at the exhibition last week. Mr. Murphy made the trip across country in his motor car, and had the unpleasant ex-

perience of breaking down when within twelve miles of the city.

J. A. McKellar, who travelled in Western Ontario for the McClary Mfg. Co., during the past three years, has come west to represent the same firm in Saskatchewan, on the Kirkella branch.

The Waldon Heating & Engineering Co., of this city, had a splendid exhibit of many furnaces and boilers of a variety of types, at the local exhibition.

J. C. Deitrick, of Shurly & Deitrick, Saw Company, Galt, Ont., was in the city last week, calling on the local trade.

The Ashdown excursion and picnic, which took place on July 21, at Selkirk was a great success. Favorable weather and a large turn out stimulated great enthusiasm and many exciting and largely contested events took place for which valuable prizes were given. The Ashdown employers and employes recommend a good day's outing for all those in the trade, and it is hoped that other houses will follow their example.

The McClary Mfg. Co., conducted a demonstration on their combination gas, coal and wood range, at the Winnipeg exhibition, and also on coal oil cook stoves.

A very large space at the exhibition was alloted to the display of refrigerators manufactured by the Barnet Co., Renfrew, Ont., twelve refrigerators and a cold storage plant being shown.

The Metallic Roofing Co., had a fully constructed metal sheeting grainary on display, at the rear of the second building. The building was designed like an ordinary frame building, the rafters and corners being steel bars, while the walls floor and roof were galvanized steel. Many farmers were attracted by the simplicity and serviceabilty of the construction.

Hardware Letter Box

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade?

If an immediate reply is desired by mail stamped envelope should be forwarded.

If inquiry is of a nature that the correspondent does not desire publicity, he can use initials or nom de plume.

Aluminum Letters.—Phillips Bros., Orillia, ask for name of Canadian manufacturers of aluminum sign letters.

Patterson & Heward, 319 King street west, Toronto.—Editor.

Electric Domes.—Emerson & Fisher, St. John, ask if art glass domes, electric and gas fixtures and domes, are made in Canada.

By James Morrison Brass Mfg. Co., Toronto; Macdonald & Wilson, Toronto; Garth Co., Montreal; Robert Mitchell Co., Montreal; Munderloh & Co., Montreal, and John Stair & Co., Halifax.—Editor.

Pneumatic Water System.—J. N. Richmond, Williamstown, Ont., asks where air pressure water tanks for private houses are made in Canada.

National Equipment Co., 21 Lombard street, Toronto.—Editor.

Building Liens.—S. R. Peart, Rockwood, Ont., asks if "a hardwareman can take a lien on a contract on a building if he supplies the hardware to build, and if he cannot get any settlement from the contractor and the contractor is not paid in full. If so, what limited time has he to do it in after the job is completed, and to what extent can liens be put on—say, per cent., in value? Can other tradesmen do the same on the same contract?"

Yes; you can put a lien on the building, contractor, builder or property, if you supply the hardware. It would be better to place the lien on the building and property, instead of the man or men, because then you would have some tangible security. The law states that the owner or builder, or whoever is paying for the building being constructed, shall hold back from the contractor 20 per cent. of the amount of his contract until 30 days after the completion of the building. Should he pay this 20 per cent., or any part of it, before that time, and should there be any liens against the property, the owner would still be liable for this 20 per cent. On the hardwareman's part, he must prove delivery of goods on the job, and he must place his lien within the 30 days specified. He must also sue on his lien within 90 days of the date of lien. A lien can be put on building for the full amount of the debt. Other tradesmen may place liens on the same building, and it is possible for every one of the sub-contractors to have liens on the same building. Our advice in all such cases—and it is also that of the largest hardwaremen in Toronto who have been consulted—is that it is better to engage the services of a reputable solicitor to make out all the forms and entries and leave the matter of suing in his hands. Should there then be any flaw or should he forget to sue within the time the lawyer becomes responsible for the loss.—Editor.

DAMAGED GALVANIZED SHEETS.

J. Benj. Dagenais, Montreal, writes: "Last week my carter got caught in a shower while out delivering 70 sheets of galvanized iron. To-day the iron is all covered with white streaks. Would you be kind enough to send a recipe to enable me to take the streaks off and have my iron as nice as it was before it got wet by the rain."

There is no way to remove these streaks and the sheets will have to be sold as damaged iron.—Editor.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Sportsmen's Hand Book.—A combination catalogue of the Remington Arms and U.M.C. Ammunition, just issued, will prove of additional interest and value to all sportsmen, because of the thorough treatment of important subjects calculated to be of assistance in increasing shooting proficiency. Some of the subjects fully covered are:—Care of a rifle. The sighting of a rifle. Ballistics of popular U.M.C. rifle cartridges, including velocity, energy, trajectory, range and penetration. Explanation of



Sportsmen's Handbook.

effectiveness of bullets. Names of firearms that each cartridge is adapted to is given after each illustration of cartridge. The M. Hartley Co. have spared no expense in the production of this catalogue. It is attractively printed and illustrated on good stock and will serve as a handy and authoritative reference guide for all shooters and hardware merchants. M. Hartley Co., 299 Broadway, New York, sole representatives of the Union Metallic Cartridge Co., and the Remington Arms Co., are distributing the new book and mailing same with their compliments to sportsmen who request it.

Sporting Goods.—Lewis Bros., Montreal, have issued their fall and winter sporting goods catalogue. With the many illustrations and the comprehensive range of lines included, the catalogue is a most useful work of reference, besides being a valuable guide in the management of a sporting goods department. Reference is made to ammunition, clocks, dog furnishings, gun implements, hunting clothes, ice skates, loaded shells, police goods, revolvers, rifles, sleds, sewing machines and shot guns. Undoubtedly the catalogue reflects the highest praise upon its compilers. Any merchant desirous of securing the catalogue has only to write to Lewis Bros. for it.

Interior Decorations.—Pratt & Lambert, Bridgeburg, Ont., have issued a handsomely printed booklet entitled "Decorative Interior Finishing," containing suggestions on the decoration of home interiors and the treatment of the woods. Views of model rooms are shown to illustrate the most advanced methods and styles of color treatment, and a lot of practical information is given which will be helpful to the salesman who is called upon to assist the customer in the selection of decorative materials. The company offer to assist by supplying sample panels, booklets and advice from their "Advisory" department.

Stephens

Barn and Elevator Paints

Are enjoying a larger sale than ever before. The demand for all goods bearing our name is active. Can you supply the demand? Send us your orders. We will ship promptly.

A paint for everything and everything for a painter.

G. F. Stephens & Co., Limited

Winnipeg, Canada.

BRANCH AT CALGARY, ALTA.

AN ALL-YEAR ROUND SELLER!

Western Agents
Jas. Stewart Mfg. Co., Ltd.
Winnipeg - Man.

ARE YOU SELLING

BUSTER BROWN

Children's Express Wagons?

They are the strongest and handsomest line of Toy Wagons on the market. In four sizes at popular prices. Handy around the store, farm or home. Just the thing for the boys.



Write for Prices

The Woodstock Wagon & Mfg. Co., Ltd.
WOODSTOCK, ONTARIO

SENT FREE TO ANY ADDRESS

Our Catalogue of Technical Books for HARDWAREMEN,—covering such subjects as Metal Working, Hardware Window Dressing, Hardware Store Business Methods, Paints and Painting, Salesmanship, Sales Plans and Advertising, as well as Plumbing and Heating. WRITE TO-DAY before supply is exhausted.

TECHNICAL BOOKS, 111-127 University Ave., Toronto, Canada

Unlimited Results can be assured by the sale of Quality Heating Apparatus

There is no question about light weight, poorly proportioned, low grade heaters meeting the demand for low price, but not the quality consideration.

The average house owner looking for a heating apparatus is not posted as to furnace construction and unless the Heating Contractor takes the time to discuss thoroughly Furnace Quality he will consider only first cost, which should be secondary to—Fuel Cost, Heat Distribution and Durability.

Make it a point to talk "Quality" to your next prospect.

Pease Furnaces are constructed on the principle of "How Good."

Write for Catalogue.

Pease Foundry Co. Ltd.

TORONTO, ONT.

Pease-Waldon Co. Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected By Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, August 4.—The western hardware trade has experienced a distinct revival this week. The cause for the change is unknown, except that it may be that the period preceding the Winnipeg exhibition, and at the time it was in progress merchants were buying light. This was due to the fact that many travelers were off the road. Another reason may be that the crop condition in the west is not so serious as it was expected, and there will be a good yield altogether. Recent rains have greatly benefited the vast grain fields, which are yet quite unmatured.

The general building, which has been going on briskly, is unabated, and the demand for nails, paper, tools and interior fittings is very heavy. Orders for harvest tools and threshing supplies keep up well, and many repeats are coming in.

The binder twine trade will be heavier than it was expected a few weeks ago. Many small orders arrived this week.

Canada plate is reported very strong and an advance would not be surprising.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines, 75 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

Blocks—Steel, 45; wood, 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—planished copper, 33½c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, $4; pressed standing seamed roofing, 28, painted, $3.20; galvanized, $4; 26, $3.55 and $4.35.

Canada Plates—Half polish, 6 and 7-inch, $3.15; 8-inch, $3.40; full polish, 6 and 7-inch, $3.90; 8-inch, $4.15.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 per cent.

Fittings—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.80; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾-oz., $4.80; Queen's Head, 23, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37¾ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.65; No. 2, and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3,30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iorn Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., $2.45; ⅜-in., $2.75; ½-in., $3.30; ¾-in., $4.10; 1-in., $5.80; 1¼-in., $8; 1½-in., $9.50; 2-in., $12.70; 2½-in., $20.80; 3-in., $27.40; 3½-in., $34.20; 4-in., $39; 4½-in., $43.50. Galvanized, ¼-in., $3.40; ⅜-in., $3.70; ½-in., $4; ¾-in., $5.25; 1-in., $7.60; 1¼-in., $10.35; 1½-in., $12.70; 2-in., $17.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $4.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper No. 8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c per lb.

Rope—Sisal, 9½; pure manila, 11; British manila, 9¾; lath yarn, 9¼c.

Sheet Zinc—Casks, $7.75; broken lots, $8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—21c per lb.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—6-in., $8.69; 7-in., $9 31.

Terne Plates—I.C. plates, $8.50.

Tin Plates—I.C., charcoal 20x28, full box, $9.25; ½-box, $4.87½; IX., full box, $11.25; ½-box, $5.87½; IXX., full box, $13.25; ½-box. $6.87½.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Wire—Barbed wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers—Royal Canadian, $38; new easy, $52.75.

PAINTS AND OILS.

Staple lines are going out very heavily. The trade has developed remarkably since the local exhibition, and present indications are that the demand will be heavy on paints and varnishes until the winter months. Exterior painting is beginning to rush now, while the interior work is gradually becoming heavier.

White Lead—Prices are stronger, but that is only temporary, and no changes are expected. The quotations are $6 to $6.50, according to the brand.

Putty—Putty is moving better just now. Many building are being closed in, and as the season advances more putty will be needed. Bladder putty, in bbls., $2.75; in kegs, $3; 100-lb. drums, $2.75.

Linseed Oil—The Eastern Canada market would seem to warrant a lower market in the west. The seed market, however, is very strong and nothing lower in the oil market can be confidently expected until the new crop is utilized. $1 and $1.03 is the price this week.

Turpentine — Indications are that a stronger market in turpentine will rule next year. The recent advanced price is held strong, and the demand is heavy. 95 cents is the price this week.

Varnish—The output is steadily increasing and this month will see a good trade in all varnishes.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 18c; Sunlight, 20c; Family Safety, 24c; Searchlight, 22c; Red Rose, 25½c; Keystone Special, 20c; Pemoline, in bulk, 19c; Silverlight, in bulk, 16c; Acme lamp, in bulk, 28c; White Rose, in bulk, 22c; National Light, in bulk, 21c; Engine Gasolene, 24-25c; White Lily, 26c; Royal, 24c.

DUTY ON WIRE ROPE.

The following regulations have been prescribed under tariff item 403a ' Wire rope for rigging of ships and vessels shall not be admitted to free entry unless the name of the vessel on which such rope is to be used for rigging is stated on the face of the entry. In all other cases duty is to be paid at time of entry, subject to refund when the wire rope is used for rigging, provided the refund claim is accompanied by certificates from the users showing the quantities of wire rope and the name of the vessel on which it has been so used for ships rigging.

ESTAB. 1818

ASK OUR PRICES FOR

PAINTS DRY COLOURS DISTEMPERS AND VARNISHES

WHY?

BECAUSE !!

WE ARE MAKERS OF NEARLY ONE HUNDRED YEARS EXPERIENCE AND KNOW THAT WE CAN COMPETE.

HOYLE ROBSON BARNETT & CO. LTD.

HEAD OFFICES
35 CLOSE, NEWCASTLE-ON-TYNE
ENGLAND.

CONTRACTORS TO H.M. ADMIRALTY & WAR OFFICE

1818 ESTAB.



S-W Flaxoap Makes Money for Dealers

Merchants who are selling Sherwin-Williams Flaxoap find it both profitable and saleable. S-W Flaxoap is a cleanser made from pure Linseed Oil specially treated.

SHERWIN-WILLIAMS FLAXOAP

contains no free alkali, no animal fat and no grit, common in some other soaps and so destructive to the finish on furniture and woodwork. It is the best cleanser for all highly polished surfaces, such as fine furniture, varnished or painted floors, enameled walls, woodwork, pianos, automobiles, carriages, etc.

May we have an opportunity to submit our selling proposition to you on this profitable specialty?

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

CANADIAN HEADQUARTERS AND PLANT, 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C.

924

Jardine Univseral Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER . . . ONTARIO

"The Western Stove Makers"

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.



Sell

WOOD MANTELS, GRATES and TILE

and add to your profits---Our latest catalogue shows a nice line of new goods which makes selling easy. Write to-day for the catalogue and price list.

The Winnipeg Paint and Glass Co., Limited

EDMONTON WINNIPEG

THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

Stobart and Sons will erect a four-storey factory at Winnipeg.

A Vancouver syndicate will erect a $40,000 modern brick plant at Nanaimo to employ 60 men.

The Doon (Ont.) Cordage Co. are installing $40,000 worth of new machinery in the addition lately built to their factory.

The Superior Rolling Mills Co. expect to have their plant at Fort William completed and in operation by the end of 1911.

The Canada Cement Co. have definitely decided to build a cement mill at Winnipeg with a capacity of 2,500 barrels a day.

The Maple Leaf Milling Co., one of the largest milling concerns in Canada, will erect a number of warehouses in British Columbia.

Permits were issued at Toronto recently for Wm. Neilson's Company's factory, $35,000; and Otto Higel's addition to factory, $15,000.

The Foundation Co., Montreal, has been awarded the contract for the construction of several oil tanks for the Queen City Oil Co., there.

The contract for the erection of the three-storey factory building at Oshawa, for the MacLaughlin Carriage & Automobile Co., has been awarded to Robert Bennet, Toronto.

A new salt company, an offshoot of the Canadian Salt Co., in which the Canadian Pacific is interested, will erect a mammoth plant in Sandwich, and has asked the town council to give it a fixed assessment of $35,000 for ten years, and in return the company will likely spend a quarter of a million dollars in the next five years.

Municipal Undertakings.

Outlook, Sask., ratepapers carried the $25,000 waterworks by-law.

The $375,000 by-law for sewer and waterworks extensions at Moose Jaw was carried.

By-laws for sewerage, sewage disposal and water supply were carried by Swift Current ratepayers.

The by-law for the expenditure of $148,000 on waterworks and sewers at Lethbridge, was carried.

A by-law to expend $45,000 on waterworks extensions will be submitted to the ratepayers of Medicine Hat on Aug. 15.

It is probable that a by-law will be submitted for authority to spend about $5,000 on the increase of Collingwood's water supply.

Pavements, walks and sewers, totalling $224,506, were passed by Winnipeg council at last meeting and will be advertised for tenders.

The city council of Prince Rupert is calling for tenders for putting in a waterworks system, which it is estimated will cost $1,750,000.

The contract for the laying of the new Coquitlam pipe line at New Westminster, has been let to the Municipal Construction Co., for $108,557.57.

City Engineer Creighton, of Prince Albert, has submitted plans for a trunk sewer to cost $94,994. Construction will start as soon as the Provincial Health Department approves.

J. J. Armstrong was given the contract for sewers in the following Hamilton streets: Barton, at 47 cents a foot; Simcoe street, 44 cents a foot, and Fife street, 60 cents a foot.

Chipman & Power, consulting engineers, Toronto, are preparing plans for sewerage works in the south end of Peterboro'. Tenders to include sewer construction, pumping station, machinery, etc., will probably be called in a few weeks' time.

Tenders addressed to L. A. Duncan, secretary-treasurer, Estevan, Sask., will be received until August 24 for pipelaying on storm sewers; power house; two return tubular boilers; high speed steam engine; electric lighting system; and sewer pipes.

Public Buildings.

It is proposed to enlarge the Fredericton hospital.

Work has been started at Shoal Lake, Man., on a new Roman Catholic Church.

Bathurst street Methodists, Toronto, will build a new Sunday School to cost $30,000.

A $12,000 church is to be built at Chilliwack, B.C., by the Sixth Avenue Methodists.

The order of the Oblates of Mary Immaculate will erect a $50,000 school at Strathcona.

A new Indian school is to be established at the Indian reservation at Oromocto, N.B.

E. R. Wildman will erect the new school to be built at Taber, Alta. It will cost $52,975.

A site has been purchased at Chilliwack, B.C., upon which a new city hall will be at once erected.

The contract for the new school to be built at Strathcona, has been awarded to Wm. Deitz, at $12,900.

A building permit has been issued for the erection of the new St. Bazil's school at Brantford, to cost, $19,900.

The Counties of Wellington and Waterloo, Ont., propose to co-operate in the erection of a large tuberculosis sanitarium.

The C. N. R. announce they will build in Calgary a combined depot and hotel, designed after the Royal Alexandria in Winnipeg.

The contract for rebuilding the Catholic church at Cote St. Paul, Que., has been awarded to contractor Martineau at $40,000.

A. E. Faulkner, Brantford, has secured the contract for the new Collegiate Institute at Dunnville. His figure was $35,000.

Rev. Father Paradis intends to erect a college large enough to accommodate 500 pupils in the Cobalt region of Northern Ontario.

Ground has been broken for a new Methodist church in Grandview, B. C. The building will be of a temporary character, costing about $5,000.

Government Architect Henderson has plans for the new post office proposed for Grand Forks, B.C. The new building will be a two-storey brick structure and will cost $40,000.

Preparations for the construction of Chilliwack's new hospital are growing apace. The contract has been awarded and actual work on the building will commence in the near future.

The contract for the erection of the Moose Jaw Isolation Hospital has been awarded to Ellis Bros., at $11,350. Higgins & Moir got the contract for heating and plumbing at $2,600. Willoughby & Hay were awarded the contract for subfire station at $4,595.

General Building.

Dr. J. E. Taggart will build a $10,000 residence at Ottawa.

F. Morgan will erect a $25,000 business block at Vancouver.

The Vancouver Trust Co. will build a bank block at Vancouver, to cost $50,000.

J. D. McArthur has secured a permit for a warehouse at Winnipeg, to cost $51,000.

The G. T. P. will build a large modern hotel facing the Parliament Buildings at Victoria.

Dr. A. D. Buchanan will erect a modern apartment house at New Westminster, to cost $50,000.

Vancouver permits recently granted include: R. Leigh Spencer, $5,500; S. Hovick, $6,900; W. G. McIntosh, $3,500.

Preliminary plans were presented for a twelve-storey block to be erected at Vancouver, by Donnellan & Donnellan, to cost $500,000.

The contract for the construction of a $14,000 residence at Victoria for Mr. Justice Galliher has been awarded Nelson-Benneck & Sons.

British Columbia Telephone Company have awarded the contract for a central exchange building in North Vancouver to McDonald & Wilson.

The Imperial Life Insurance Co., will erect an office building on the west side of Victoria street, between King and Adelaide streets, Toronto.

The contract for the construction of a five storey warehonse for Joseph Brown, Vancouver, has been let in two sections to A. Gray and W. J. Davidson.

Permits were issued recently for warehouses at Vancouver, to Gray Bros. for a three-storey block, $56,000; W. R. Arnold, for four storey structure, $48.000.

"CARRON"
"AYRESOME"
"CLARENCE"
PIG IRON

Prompt Shipments.
Finest Quality.

A. C. LESLIE & CO., LIMITED
MONTREAL

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

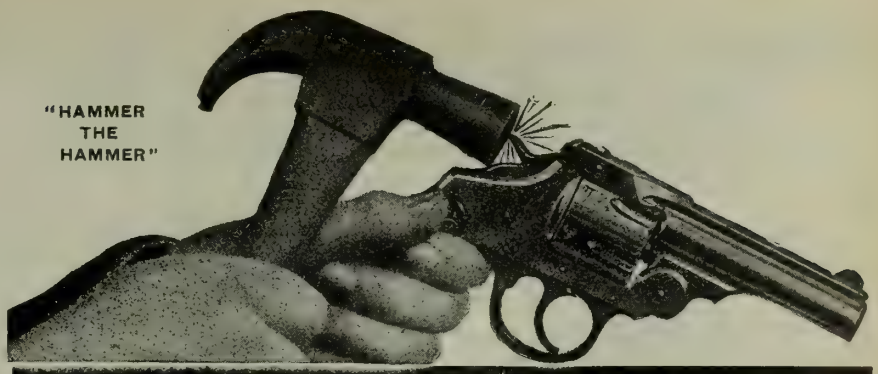
General Offices
43 EXCHANGE PLACE
NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL



We Protect You—Will You Support Us?

Open prices on revolvers mean a demoralized market—price-cutting, profitless sales, subway deals and ruined prestige.

The New Model
IVER JOHNSON Safety Automatic REVOLVER

is the only medium-priced revolver sold at guaranteed prices, under patent license.

It is the only medium-priced revolver that can safely be sold at a legitimate profit.

It is the only medium-priced revolver that price-cutters dare not touch.

Your competitor pays for it at the same price that you pay---and he must sell at the same price.

No jobber gets a "Confidential Price."

The IVER JOHNSON sells for what it is worth---other revolvers for what you can get. Are you with us for honest prices?

IVER JOHNSON'S ARMS & CYCLE WORKS
Factory and General Sales Office, 330 River Street, FITCHBURG, MASS.
New York: 99 Chambers Street. Pacific Coast Representatives: Phil. B. Bekeart Co., San Francisco, Cal.



SELL LONDON BARS

We make sure they are perfect before they leave our mills, and you will find the profit they yield most satisfactory.

See to your stocks.

GET OUR PRICES

Sales Agents:

BAINES & PECKOVER, - Toronto, Ont.
BISSETT & LOUCKS, - Winnipeg, Man.

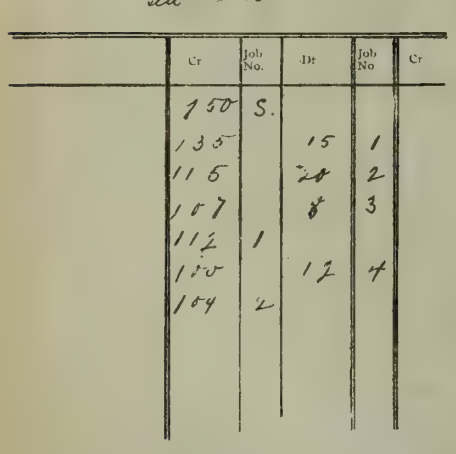
LONDON ROLLING MILL CO., LIMITED.
LONDON — CANADA

System for Keeping Track of Stock Used on Jobs

Plumbing Firm at Moose Jaw, Saskatchewan, Send an Interesting Description of How They Keep Records of Stock Used on Jobs—Able to Tell on a Minute's Notice How Many Fittings are in Stock.

It is of the utmost importance for a plumber to have his stock in such a condition as to enable him to do his business satisfactorily. Nothing seems more annoying, than to find in the full swing of the business, that the stock of some articles has gone down and to be compelled to go to a competitor to ask for this or that article. On the other hand it is of great satisfaction to be able to control the outgoing and incoming stock as well as that which has been used on the different jobs. In consideration of these facts we have worked out a system, have installed it for some time, and which seems to meet all the above requirements. In the following we shall try to illustrate the same.

We have arranged our stock book on the loose leaf system, a sheet of which is partly illustrated in Fig. 1. The size of the sheet being 11½x9 in., allows 5 such columns as the one illustrated. The different articles occupy a whole sheet, half a sheet or a column respectively, according to the quantity used. For example the ½-inch elbows occupy a whole sheet in our stock book on account of their being much used. We have taken that page to illustrate the use of the book. Looking at the illustration you will perceive the headings: Cr. Job No., Dr. Job No.; the first (credit) representing the stock in your bin and that eventually coming back from different jobs. The second (debtor) representing the stock going out to the different jobs.



Cr	Job No.	Dr	Job No	Cr
150	S.			
135		15	1	
115		20	2	
107		8	3	
112	1			
100		12	4	
104	2			

Part of Page From Stock Book.

Keeping Track of Stock.

Take it for granted that we have 150 ½-inch elbows in stock we mark S under the heading: Job No., signifying, that we have that much in stock at the time we start work in the season or at any time. We take out 15 elbows to job 1, leaving us 135 to our credit, 20 to job 2, leaving 115, 8 to job3, leaving 107.

In the meantime 5 elbows come back from job 1, giving us 112 to our credit, another 12 go out to job 4, leaving 100 in stock and 4 again come back from job 2, giving us 104 to our credit.

The job numbers represent the names of the parties for which the work is being done, and which are registered at a convenient place in the stock book. For example:

Job No. 1—Mr. G. Bedford.
" " 2—Mr. N. Neil.
" " 3—Mr. M. McIntosh.
" " 4—Mr. F. Jones.

It is readily seen, that in the above manner we are enabled at any time to see where our stock went to, how much of it has been used, and most of all, how much stock we have on hand and when it will be necessary to replenish the same. The danger of running out of some article, and overstocking in some is therefore eliminated. In connection herewith we put down a certain number with each article, as the amount of stock which we wish to keep on hand, as illustrated.

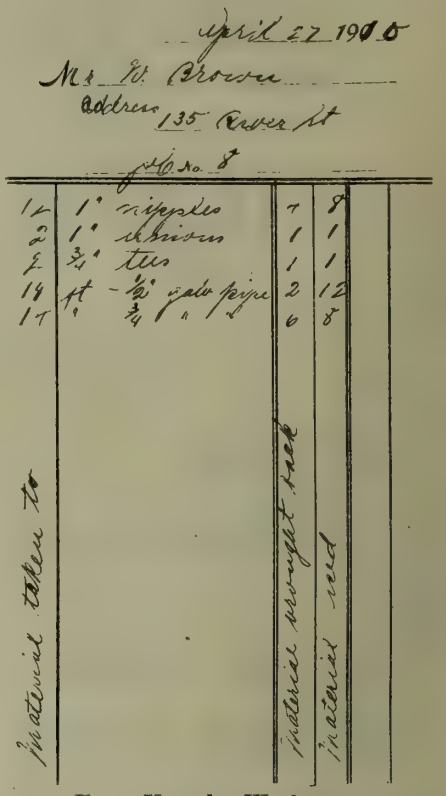
The book may also be used as a cost book by marking the cost of each article on top of the page, and also the selling price which will enable the bookkeeper to make out the accounts without any assistance.

Material Returned.

In connection with the stock book we use the indexed file of the "Simple Account File Co., Fremont, Ohio," one form of which we illustrate in Fig. 2.

At the time we commence on a job, a list of material is written out by the foreman, or the master plumber himself, which is copied into file (see Fig. 2) by the bookkeeper and afterwards the different articles are deducted in the stock book (Fig. 1). When the job is completed and any material not used, the same is marked in the column "Material returned" (Fig. 2) and the difference gives us the material used as illustrated.

The number of the different articles returned is entered under the column "credit" in the stock book (Fig. 1) with the job number where they came from. The difference, being the material used, is then of course entered into the loose leaf ledger and handled as any ordinary loose leaf ledger or bookkeeping system.



April 27 1910
Mr. W. Brown
Address 135 River St
Job No. 8

12	1" nipples	7	8	
2	1" elbows	1	1	
2	¾" tees	1	1	
14	ft - ½" gals pipe	2	12	
17	" ¾ " "	6	8	

Material taken to — Material brought back — Material used

Form Used by Workmen.

If it is desired to find out the profits made on a job this may be done by marking the cost and selling price in the vacant columns of the file form (Fig. 2) and striking the balance.

SWIMMING GLOVE.

In order to increase the effective area of a swimmer's hand, an inventor has provided a glove consisting of an elastic web formed with cots or stalls in which the fingers and thumb may be inserted. The glove is also attached to the wrist by means of a strap. The cots are made of openwork material, so that they will have a tendency to grip and bind the fingers to prevent the glove from slipping off. The outer edge of the web is curved downward, forming a concave or dished surface, which will enable the swimmer to secure a better grip on the water.

METALS IN BRITISH COLUMBIA.

The annual report of the mineral production of British Columbia for 1909, has just been issued. The value of the mineral produced is set down at $24,443,025, an increase of $591,748 over 1908. The record of $25,882,560 made in 1907 is still the highest yet set.

There were produced last year, 44,396,346 pounds of lead, valued at $1,709,259; 45,597,245 pounds of copper, worth $5,918,522; and 2,006,476 tons of coal, valued at $7,022,666.



No. 20

TIME FOR A PAINT WINDOW.

Have you run a paint window recently? If not, then do it this week. Maybe you think that the paint season is over for the time being, and that no good will be done by pulling out of the window those warm weather lines of hardware that have been displayed for the last few weeks, and replacing them with paint tins. But there you make a series of mistakes, Mr. Dealer, and in this way.

In the first place your window display wants changing anyhow. A window that is not frequently changed is of little use, as an advertising medium. The public soon get accustomed to the same window, and will then take no notice of it. Like the advertisement in a newspaper that is never changed, the display soon loses its force. Therefore, if there are no other lines at present more seasonable it is policy from this point of view alone to substitute a paint display.

Then again, presuming that paints are feeling, like other lines, the dead season, so far as actual buying is concerned, how do you know that plenty of people are not thinking of painting when the weather gets a bit cooler. The sun has been showing up imperfections, the fences have never looked so dilapidated, while the outside of the house, compared with the nearby property which was done over in the spring, looks absolutely disgraceful. Here are probable paint users passing your store every day. Now is the time to make them connect your store with the idea of paints so that when they do come along to buy they will instinctively step into the store. Without this, who knows which business will get the custom.

In selling paint you must be in advance of the other man. Like the short distance dash, the better the take off the greater the chance of winning the race. It is the start that usually decides. Therefore as pulling power upon probable users a good paint display is desirable this week.

But again the actual paint season is not in a dead state. How about the farm implements. The hay tools have been used very strenuously recently. They will want fixing up for the second crop. Furthermore the farmer is looking up his tools for his other crops. They may want paint badly. Suggest the fact to him through the agency of your windows. Do not let the harvest come upon him before he realises that paint would have been beneficial. Soon householders will be returning from the summer

ELASTILITE

"No Varnish Like It"

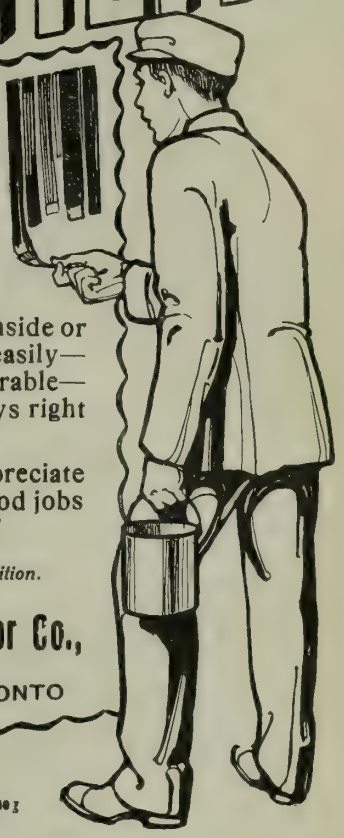
ELASTILITE certainly is **the** all-purpose Varnish—it's made for people who want a good Varnish at short notice, for any kind of work, inside or out. Flows freely—brushes easily—dries well—is extremely durable—has a beautiful finish that stays right on the job from first to last.

Specially good for Hospital, Institution and other high-class trade.

Your trade will appreciate ELASTILITE—"good for good jobs—not bad for the other kind."

Write for price list and special proposition.





Imperial Varnish and Color Co.,
LIMITED
Morse Street TORONTO

Stocks at 108 Princess Street, Winnipeg and 550 Beatty Street, Vancouver.

WROUGHT PIPE



Black and Galvanized

M.R.M. brand Pipe is made from the best material that can be bought for the purpose.

Each process of manufacture is carefully watched and every length of pipe tested before it leaves our works.

All Bundles Tagged M.R.M. CO. **With Our Trade Mark**

THE MONTREAL ROLLING MILLS CO.

MONTREAL

flitting, some are already back. The house is being opened up. It wants brightening up, after being closed for some weeks. In fact, the custom is now growing of doing the annual cleaning on the return from the summer holidays rather than in the spring.

Here is plenty of trade awaiting the merchant to-day. Besides painters generally continue to be very busy. Some one must still be buying paint.

The idea that paint displays should only be made at certain seasons has long been exploded. A good display is always appropriate. It is as attractive, probably more so, than most other lines, while even as a change from general hardware goods, it is very welcome.

PAINT AND OIL MARKETS

MONTREAL.

Aug. 5.—Orders are coming in steadily for all lines. There is naturally no rush, but the weekly average is above normal, and it is evident that painting is very general throughout the country. Manufacturers are busily preparing for a heavy fall trade.

The markets are unchanged this week. Turpentine is steady after the recent heavy upward movement. Linseed oil is in active demand, although the individual orders are not on the heavy side . White lead is also a prominent mover.

Turpentine—A steadier tendency is noticed in turpentine this week and prices remain unaltered. The advance in prices has not checked the demand. as stocks in dealers' hands are generally light, and the consumptive call is good. There is no fresh development in the primary markets. We quote single barrels 93c.

Linseed Oil—Linseed oil is unchanged this week. There is no change in seed conditions, while the primary markets in oil are about the same. The local demand is good for small lots. We continue to quote 92c for raw and 95c for boiled.

White Lead—The demand is very active, with dealers' stocks on the light side. Grinders are preparing for a strong fall trade. The market is unchanged and we quote: Pure, $5.50 to $6, according to brand, f.o.b. Montreal.

Red Lead—The demand is very good for the time of the year, and stocks are showing the recent inroads made upon them. Prices are unchanged, and we quote: Genuine red lead in casks, $4.75, in 100-lb. kegs, $5.25; less quantities at $6.25 per 100 lbs.; No. 1 red lead, casks, $4.25; kegs, $4.75, and small quantities, $5.75.

Varnishes — Varnishes are moving well, especially implement varnish. There is a good call from all parts stimulation is noted in bulk varnish, and a heavy fall trade is anticipated.

Putty—This line continues to move steadily, some heavy consignments going by boats. The heavy fall building season anticipated is expected to give a good stimulation upon the demand for putty. We quote: 100-lb. drums, $2.45; bladders, in barrels, $2.70.

TORONTO.

August 5.—Persistent rumors of cutting in both linseed oil and turpentine prices are responsible for lower quotations by a couple of points on these commodities. During the holiday season there is noticeable a somewhat easing off of trade with a consequent reaching out for business by both paint manufacturers and jobbers.

Considering the season the paint business generally is very satisfactory—more satisfactory in fact than for many summers past. Ready mixed paints are selling well, and white lead in oil is especially steady. Glass is feeling a slight impetus, but the volume of trading is still in the future. Holidays are keeping some travelers off their routes, though there is no neglecting of business in any department.

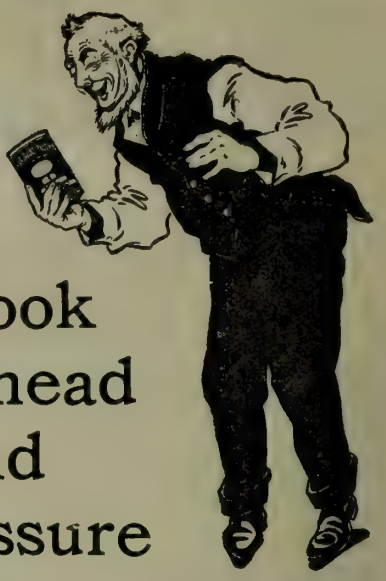
The G.T.R. strike did not generally affect the paint trade, though there were some few points that it was impossible to reach, and at those places inconvenience was felt.

Linseed Oil.—Just when matters were, seemingly, about to right themselves, some person started again the "cutting" cry. As a consequence oil that was quoted at $1 last week and early this week has been cut 2c, the quotations for raw linseed oil now being 95c, with boiled oil at 98c, single barrel lots. Five-barrel lots are 1c lower than this. These are the quotations of the majority of the jobbers. One house that has been quoting low is not this week offering a price, preferring to name its quotation daily at the market price. There is, however, oil being offered at 92c for raw and 95c for boiled. This range of prices is not so great as a couple of weeks ago, and on the whole the situation is somewhat better than for the past two months.

The feeling locally is that $1 oil is too high, but conditions in Canada and abroad—seed being very scarce—seem to warrant high prices.

In England linseed oil and seed prices remain very firm and appear likely to continue so from the fact that seed coming from both the East Indies and from South America has been held at advancing prices in Hull and Liverpool. In the United States another small crop is predicted—25,000,000 bushels being the limit set, and some are as low as 16,000,000, and it is likely that American crushers will again buy seed in our own Northwest to make up some of the expected shortage. Reports from the Canadian West indicate that the damage to flaxseed from heat and drouth is not so serious as was first contemplated, but there will be none of this seed ready for market before September. It looks, therefore, as if high prices will again prevail next season. Argentine seed will not come forward until January or February.

Turpentine.—There is a narrowing down of the range of quotations in turpentine, due principally to local cutting and in the south to small sales. The market shows a decline of 2c this week, the quotations running from 94c to 96c



Look Ahead and Assure Future Profits

If you are intending to go out of business shortly, this is not important,—but if you intend to keep right on, it is necessary **now** to lay the foundation for your sales in 1915.

If you sell a man good paint this year, it is true that it will not need renewing so soon as an inferior article, but when it does he will come to you. Moreover, in the meantime he will probably get some of the same good paint from you for another job.

B-H "ENGLISH" PAINTS

are the only paints made in Canada from a base consisting of 70 per cent. **Brandram's B.B. Genuine White Lead** and 30 per cent. Pure Zinc White.

Enough said.

Write to-day for pertinent paint pointers, and prices on **B-H "English" Paints.**

Brandram-Henderson Limited

Montreal Halifax
St. John Toronto
Winnipeg

100% Pure Paint

FROM THE STANDPOINT OF PROFIT

You will never make a cent of profit on the paint that stays on your shelves, Mr. Dealer Man. The only way to make money on paint is to find customers who will come and carry it away and use it.

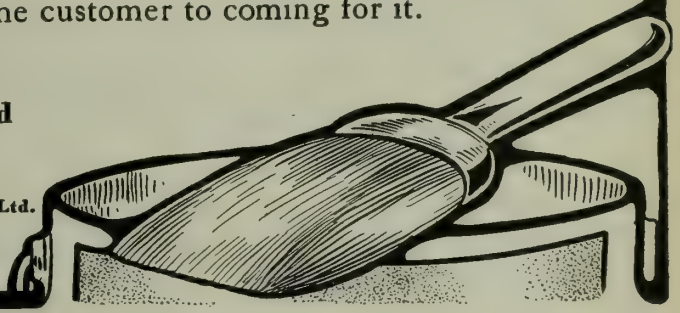
The MARTIN-SENOUR Paints

are the kind you need. They don't loaf around the store using up space, collecting dust and eating up profits. You'll never wear out the labels on Martin-Senour cans handling them. You'll turn your stock over a dozen times before the labels on the cans get soiled. If you want to sell paints that customers will carry away and use and come back for more—here's the paint, and we will tell you how to get the customer to coming for it. Write today—ask us to tell you how to do it.

THE MARTIN-SENOUR CO., Limited
Montreal Pioneers Pure Paint Chicago

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd. Halifax, N. S.



Add to your reputation and profit

by handling **Sani-Flat**, the durable **Oil Paint**, that produces a dead flat finish, smooth and soft as velvet! Covers perfectly, is easy to apply, is sanitary and unfading, very durable and economical.

SANI-FLAT

is made in white and twelve colours. A line that will prove a popular one in your paint department. *Write for colour card and prices.*

Benjamin Moore & Co.
LIMITED
WEST TORONTO
NEW YORK - - CLEVELAND - - CHICAGO

as the outside prices for single barrels. Two barrel lots are 1c less than these figures. Sales are somewhat slow. Reports from Savannah state that there have been continued rains in the southern states, unusual at this time of year, which is interfering very considerably with the gathering of gum. The claim is made that there is a dearth of supplies of turpentine at all the markets of the world.

White Lead.—The market has been active this week, and trading is steady and entirely satisfactory. New business is good. Quotations remain unchanged. Pure white lead ranges from $5.65 up, and No. 1 from $5.25 according to brand. Red lead has not changed, genuine being still quoted at $4.75 per hundred pounds in casks.

Glass and Putty.—Glass sales are increasing, but heavy orders are yet to come. Prices remain as usual. Putty is selling more freely at unchanged quotations. Bulk casks is at $2.20, and bladders in barrels are offering at $2.70.

Seasonable Lines.—Varnishes are selling very well considering the season. while especially a summer line just about this time there is a noticeable decline in orders. This year the holidays do not seem to have affected sales appreciably. Paris green is about at an end, though an occasional re-order is filled. Brushes and glues are fair, and so are rosins.

Petroleum.—Gasolene and benzine continue to be leading sellers. All coal oil lines are steadily active at firm though unchanged quotations.

HARDWAREMEN AND PAINTS.

A United States merchant, who has had 20 years' experience in handling paints in connection with hardware, writes that he carries a stock, all told, of $4,000, of which about 10 per cent., or $400, is invested in paints, oils, etc. He suggests that a merchant starting in the paint business in a small town could profitably invest $200 to $300, this amount to be increased as trade conditions warrant. Standard makes of strictly pure paints are recommended, including mixed paints and white lead in oil.

He considers that 2 or 3 gallons of mixed paints, assorted in pints, quarts and half gallons of perhaps 20 good shades for inside work, and 300 or 400 lb. of white lead in oil, would be sufficient to make a start. In addition, linseed oil, turpentine and japan are necessary. If found desirable other lines could be added, such as implement and carriage paints, varnish stains, floor paints, finishes, etc.

Paints were included in the stock of hardware purchased by another firm. Its first bill of paint last season amounted to about $200, it being the intention to run the stock on about 12 to 16 colors, and not have so many colors to show as to confuse customers. The invoice for stains this spring amounted to over $100, this class of goods being carried in walnut, maghogany, cherry, light and dark oaks. It is found that there is a better margin of profit in stains than in paints, but the line in general is regarded favorably.

The method of advertising paints followed by these two concerns is much the same. One sends lists of names of property owners to the paint manufacturer, who mails personal letters, inclosing color cards. The other house sends out plenty of advertising matter supplied by the manufacturers.

Many merchants, perhaps a majority, seem to regard paints apart from other lines handled and as requiring less attention, or no attention at all. The goods are put in stock and customers can purchase or not as they please, no special effort being made to call their attention to this line.

If color cards and circular letters are sent out they are seldom followed up if no business results. If advertised in the newspapers, the line is often covered by the announcement, "Paints, White Lead and Oils," at the bottom of the ad. It is not to be wondered that many merchants "do not think much of the paint business," a remark which is often heard.

Paints, oils and varnishes should be regarded as requiring the same treatment as hardware, insofar as the desirability of advertising them and giving prices are concerned.

In handling varnishes, oils, another merchant finds it advantageous to have them put up in small packages with his name on them. The packages are more convenient to take down from the shelf and hand to the customer than to measure out of barrels, while customers also appreciate this more cleanly way of buying. Putty is also sold in tin cans and pails rather than weighing it from a bladder, keg or barrel.

SATURDAY NIGHT CARNATION SALE.

An Illinois merchant recently held a Saturday night carnation sale which brought him very excellent returns. First of all he made arrangements with the local florist for his flowers. His florist also provided him with a large quantity of ferns and plants for his window which made a very attractive and unusual display for a variety store. In this window he placed a nicely lettered card which stated that Saturday evening at 8 o'clock, fresh carnations would be sold at 4c a piece, as long as they lasted.

A small ad. calling attention to the event and stating that such and such a florist was providing the flowers was placed in the Saturday morning's paper. For this advertising the florist bore half expense.

He was actually surprised at the quick response this notice received. The evening was not half over before he had sold his entire stock, which consisted of 805 carnations, actual count. He reports that he could have sold a great many more had he been able to provide them, and that the plan worked so successfully he is thinking of making it a regular Saturday evening event.

To the Hardware Trade!

¶ A tin of **Aluminum,** bearing the name of the Canada Paint Company, ensures it being a package of ABSOLUTELY RELIABLE Aluminum Paint.

¶ **Varnishes and Japans** are extensively made by the Canada Paint Company.

¶ Put up in handy form in sealed tins—for Furniture, for Carriages, for Boats, for every purpose.

¶ **Clear, Bright, Durable Varnishes** all bear the name of the Canada Paint Company.

¶ **Floradorn Floor Stain for Floors.**—The Floor Finish which will stain, beautify and preserve the Floor in one or two applications.

¶ **Bijou Handy Varnish Stain** The most popular ready-to-use Stain in the Dominion of Canada.

All the popular woods are imitated in their natural beauty by the Canada Paint Company's Stains.

THE CANADA PAINT COMPANY LT'D

The Turpentine Market

Probably every Paint dealer is wondering what is to become of the trade in Turpentine. This is the time of the year the price should come down, but it goes steadily up.

When Pure Southern Turpentine goes over 90c what is to be done? Two things: Sell Pure Turpentine to those who want it, and sell a substitute to those who want something cheaper.

We keep both—so should you.

Ramsay's Turpentine Substitute

will do everything in paint that pure Turpentine will do, and do it just as well. If you doubt it, ask for a sample and try it. You can very soon find this out. It costs not much more than half the price, and you make money on it.

Write if you are interested.

A. RAMSAY & SON CO.
Estd. 1842 — The Paint Makers
MONTREAL

PAINT THAT PAYS

There's just one paint that you can handle that never fails to satisfy—

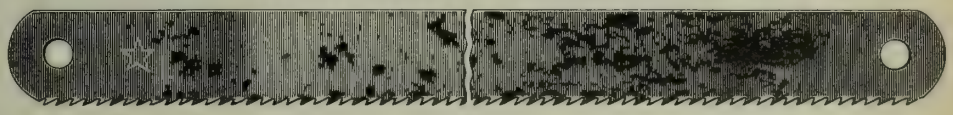
NEW ERA PAINT

"New Era" Paint pays you handsomely in the excellent profit it leaves, and it pays your customer to use "New Era" because it covers more surface, lasts longer and holds its color better than any other prepared paint.

Write for Prices

Standard Paint & Varnish Works Co. LIMITED
WINDSOR, ONT.

STAR HACK SAW BLADES



Apparently no one questions the superiority of Star Hack Saw Blades and at our present figures there is absolutely no room to question the price.

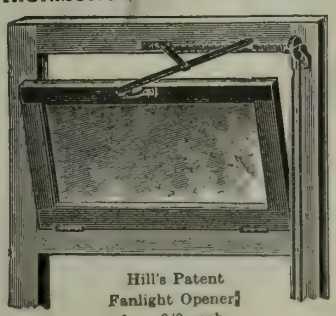
They are equally good in hand frames or power machines. When used in a machine the feed should be adjusted to suit the stock being cut. The softer the stock the lighter the feed. Such treatment will prevent clogging of the teeth. Open your eyes wide and look at this list of prices:

6	7	8	9	10	11	1	inch
30	32	34	38	42	46	52	cents per dozen.

Notwithstanding the great reduction in prices, the quality of Star Blades has been improved.

MILLERS FALLS COMPANY 23 WARREN STREET NEW YORK, N.Y.

JAMES HILL & CO., LTD.
Cable: James Hill, London.
IRONMONGERS & HARDWARE MERCHANTS



Hill's Patent Fanlight Openers from 2/9 each.

Hill's Patent Locks, Hinges, Anti-Panic Bolts and all kinds of Fittings and Hardware. Castings, etc.

100A QUEEN VICTORIA STREET
LONDON, ENGLAND

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

The secret of the success!

Our special treatment and ageing of the oil used in

ELASTICA FLOOR FINISH

have enabled us to produce a varnish which will not crack or turn white, as many other varnishes do, but remains elastic and waterproof for all time. We are producing a perfect floor finish in "Elastica," a line that every hardware man can handle with profit and satisfaction.

When You Order Floor Finish Be Sure You Get

TRADE ELASTICA MARK

Not Something That Sounds Like Elastica, but

TRADE ELASTICA MARK

N.B.—All Standard Varnish Products are sold in full Imperial Measure Cans.



"Elastica Stands the Rocks."

INTERNATIONAL VARNISH CO.

LIMITED

(Canadian Factory of Standard Varnish Works)

TORONTO WINNIPEG

New York Berlin London

Chicago Brussels 2381

THE

Dougall Varnish Co.

LIMITED

Montreal : : Canada

VARNISHES

OF FINEST QUALITY

FOR

RAILWAYS PIANOS CARRIAGES
BUILDINGS FURNITURE WAGGONS

ALSO

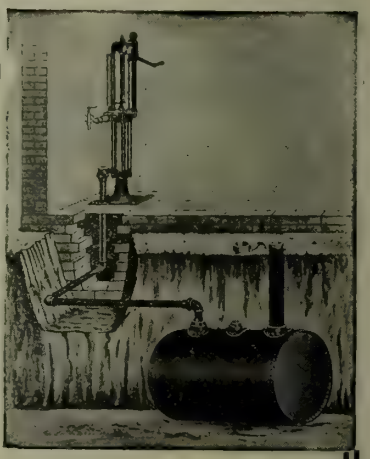
LINGERWETT

Varnish and Paint

REMOVER

Associated with Murphy Varnish Co., U.S.A.

WILL IT PAY?



This is the first question that is asked by any merchant when considering the purchase of modern store fixtures. The fundamental question is one of

Economy

A device is economical if

It adds cleanliness,
It is a convenience,
It makes labor lighter,
It makes labor more efficient,
It reduces the labor item,
It saves time,
It adds safety,
It adds neatness,
It helps the appearance,

It Saves Money

Considered from these standpoints the

BOWSER Self-Measuring Oil Storage System is the Greatest Economy.

The question is not "Can I afford it?" because it will pay for itself with money that was before wasted. It's simply up to you to investigate. The merchant who tries to see how much he can really get by adopting modern methods is the one who pulls the largest trade.

Write for Bulletin 15

S. F. Bowser & Co., Limited

66-68 Fraser Ave., TORONTO

Varnishes

Argument regarding the quality of Glidden's ***Green Label Varnishes*** and Glidden's ***Jap-a-Lac*** is superfluous. It stands to reason that we could not continue our heavy advertising unless the public liked our goods after trying them, and bought them again and again.

It's simply a question of "brass tacks" as to whether our combined varnish and ***Jap-a-Lac*** proposition is as profitable as any one of the several hundred you have to choose from.

You know what has been offered to you by others. The question is,—Do you know what ***We*** are offering?

Please remember, until you have heard from us, you cannot be fully satisfied that you have heard the best.

You have hundreds of articles for sale, and varnish is one of the many. ***We*** sell ***only*** varnish. It is our business to know what our competitors are doing, and when we tell you that our combined Varnish and ***Jap-a-Lac*** proposition is the best for you, we are honest in our statement.

When we say the ***Best***, we mean "Best Quality," "Most Profitable," "Best Advertised," and "Easiest Sold."

We sincerely state to you that any concern that has spent the money we have to increase the consumption and demand for articles which you sell and benefit by, ought to have your hearty support, especially so if profit is as great as on unadvertised lines.

We do not believe an argument can be brought up, based upon good business principles, why you should not handle our ***Green Label Varnishes*** and ***Jap-a-Lac.***

A chance to explain our proposition is all we ask. Won't you write us before deciding upon the varnish and colored varnish connection you wish to make?

Glidden

Address

The Glidden Varnish Co.

Toronto, Ont.

Paint and Varnish Removers.

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the Uuited States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those coverad by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	Name of Brand.
The Sherwin-Williams Co., Montreal, Canada.	**"Taxite"**
International Varnish Co, Ltd., Toronto, Canada	**"Klensa"**
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada	**"Expedite"**
British American Paint Co., Victoria, B.C.	**"Bapco"**
Mount Royal Color and Varnish Co., Montreal, Canada	**"Scraps-off"**
James Robertson Co., Ltd., Toronto, Canada	**"Robertson's Paint and Varnish Remover"**
Sanderson Pearcy Co., Ltd., Toronto, Canada	**"Devolite"**
Stewart & Wood, Toronto, Canada	**"Solvo"**
Martin-Senour Company, Ltd., Montreal, Canada	**"Martin-Senour Paint and Varnish Remover"**

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y.

Do You Know About the Varnishes That Are Being Made at Bridgeburg, Ontario?

THESE Varnishes have resulted from over sixty years of studying finishing problems and working out special varnishes to meet the special requirements. There are over 300 Pratt & Lambert Varnishes, and every one has been tested, not only for general durability, but even with special apparatus, for the very wear it receives. You will find them absolutely uniform too — they satisfy customers, not once, but every time.

Pratt & Lambert Varnishes Will Help Your Business

The dealer in your town who stocks Pratt & Lambert Varnishes, puts himself right in line for all the best varnish trade — puts himself in line for quick and profitable varnish sales.

Do YOU want to be that dealer? If you want to know more about Pratt & Lambert Varnishes and the complete co-operation given every Pratt & Lambert dealer, drop a card right now, to

PRATT & LAMBERT-INC.
VARNISH MAKERS 61 YEARS
24 COURTWRIGHT ST., BRIDGEBURG, ONTARIO
FACTORIES
BRIDGEBURG, ONTARIO

LONDON PARIS HAMBURG NEW YORK BUFFALO CHICAGO

Distributors: Stewart and Wood, Toronto, Ont. The Staneland Co., Victoria, B. C. Winnipeg Paint & Glass Co., Winnipeg, Manitoba Calgary Paint & Glass Co., Calgary, Alberta. British Columbia Plate Glass & Importing Co., Vancouver, B. C.

Less effort and better results

are two features which recommend the

Connor High-Speed Washer

to the busy housewife.

Accidents cannot happen while using it, as all cog-gearing is enclosed, and it is the only machine with foot-power attachment.

The fly-wheel which gives the power and speed is placed immediately below tub, and runs on double ball-bearings.

The trade will find the "HIGH SPEED" not only the best washer but the best selling machine on the market.

Send for booklet and prices.



J. H. CONNOR & SON
LIMITED
OTTAWA, - CANADA

We are willing to give exclusive control of this machine, in unrepresenred districts, to live dealers.

Why Buy the "Near Quality" when the Best is Procurable?

THE L. MARTIN CO.'S
Old Standard, Eagle, Pyramid and Globe

GERMANTOWN
LAMPBLACK
IS THE BEST
AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.
Manufacturers of the
Highest Standard Lampblacks
for all purposes
ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

A FINISH FOR FRONT DOORS, WHERE THE WEATHER TEST IS SEVERE

BRANTINE EXTERIOR FINISH

You can recommend it. The discount to the Hardware Man insures him a good profit.

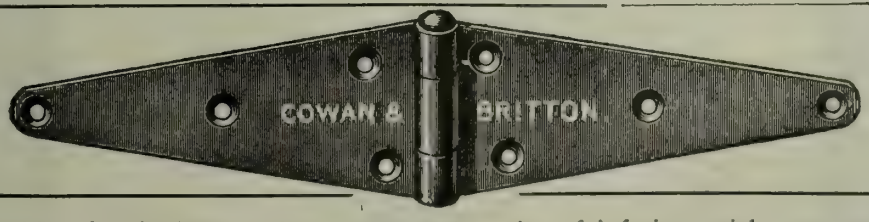
SCARFE & COMPANY
Head Office and Factory: BRANTFORD, ONT.

MONTREAL, QUE.—472 DELORIMIER AVE.
Phone Bell East, 442

WINNIPEG, MAN.—78 LOMBARD STREET
Phone Main, 9944

Hinges

Butts



Builders' Hardware

If you are looking for the best on the market at the price of inferior articles, you can make no mistake in stocking and recommending COWAN & BRITTON'S NAILS, HINGES and BUTTS. We are the oldest factory in Canada making these goods, and the fact that we are now working night and day to supply the demand, is proof positive of the quality of the goods we make.

If your jobber can't supply you, write us direct.

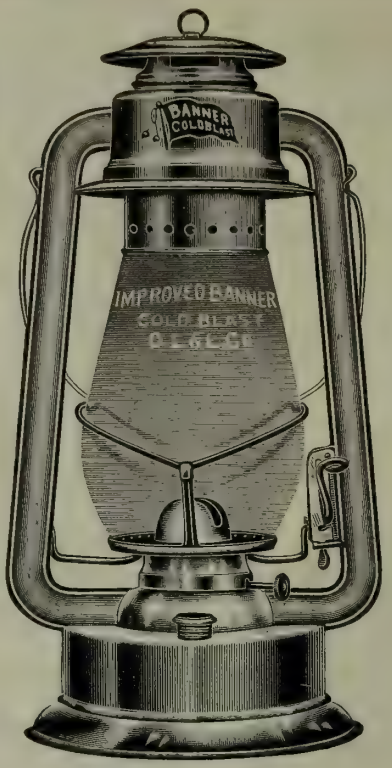
COWAN & BRITTON - Gananoque, Ont.

"BANNER" 1910 Cold Blast Lantern

Comparisons may be odious

But!

Superior work



Compare OUR Lanterns with any in the market

always tells!

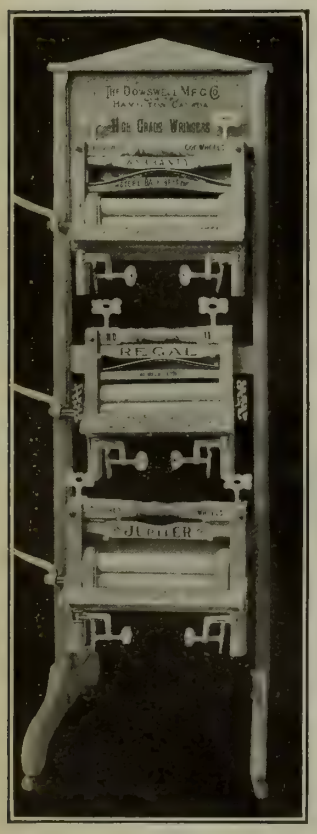
Handled by all jobbers

ONTARIO LANTERN & LAMP COMPANY, LIMITED

HAMILTON ONTARIO

ARROW BRAND

Clothes Wringers



Front View

Displayed on this Stand
make

Quick Sales

and

Satisfied Customers

It's a

Silent Salesman

that draws no Salary and never grows tired Showing Goods.

Write us for particulars

Cummer - Dowswell, Ltd.

Hamilton, : : : Ontario

Eastern Agents:
W. L. Haldimand & Son,
Montreal

Western Agents:
H. F. Moulden,
Winnipeg



Back View

YOU CAN MAKE MONEY BY HANDLING OUR DIFFERENT GRADES OF

BABBITT METALS

We co-operate with the dealer, and send out advertising matter in our mutual interest. Write for prices and be convinced. We also manufacture all grades of tinners' and plumbers' solders.

The James Robertson Company, Limited, Montreal St. John Toronto Winnipeg

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

PILKINGTON BROTHERS, LIMITED

St. Helens, Lancashire, England

MANUFACTURERS OF ALL KINDS OF

BRITISH WINDOW GLASS

Polished Plate Glass
Plain and Bevelled Mirrors
Picture and Car Glass
Prismatic Glass
Cast Ribbed and Polished Wire Glass

BRITISH SHEET GLASS P.B.

TRADE MARK.

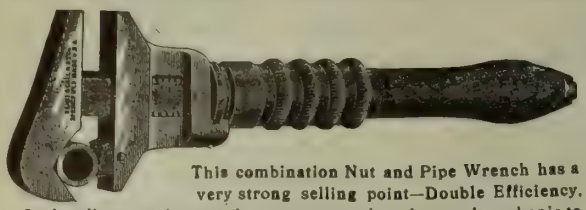
Cast and Ribbed Rolled Glass
Leaded Lights
Wire Screens
Plain and Figured Cathedral Glass
Obscured and Enamelled Glass

Large stocks always on hand at our Canadian Depots. Quick delivery of import orders a special feature of our business. Prices and quotations on application.

CANADIAN OFFICES AND DEPOTS:

Montreal — Busby Lane
Toronto — Mercer Street
Winnipeg — Market Street
Vancouver — Columbia Ave.

A Strong Selling Point



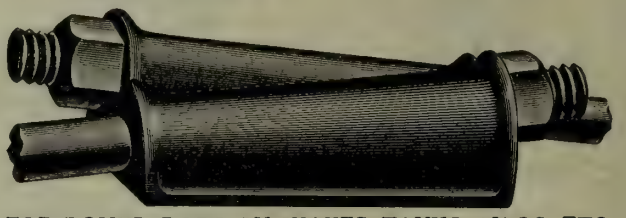
This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.

TANK LUGS



FOR ROUND RODS ON WATER TANKS, SILOS, ETC.

MALLEABLE IRON All sizes—⅜ inch to 1½ inch ready for immediate shipment

Also over-flow connections for wood tanks

OTTERVILLE MANUFACTURING CO.

OTTERVILLE, ONT. *Limited*

IT'S THE QUALITY *of* OUR BELTING

that we SELL, and it helps to sell it again.

How many times are you asked for some of the best belting? You should profit by handling a nice *assortment* of our various grades of belting. It's so easy to say the best, etc. It's easy to say it will last and that *we tan* the *belts* and select them from the best part of the *best hides*. We can prove it. *Let us do it for you.* There's money in *Belting, too.*

Anything in Leather Belting or Lace Leather.

To-day is the day to let us hear from you.

J. L. GOODHUE & CO., Limited

Danville, :: :: Que.

The most generously handled belting factory in Canada

Cap Screws, Set Screws, Studs

Special Milled Work

Cold Pressed Nuts

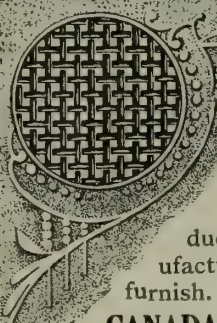
Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY

LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*

ORNAMENTAL IRON WORK



WIRE CLOTH AND WIRE GOODS

There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish. **Inquiries Solicited.**

CANADA WIRE GOODS MFG. CO.

HAMILTON



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

British America Assurance Company

A.D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W Cox, Geo. A. Morrow, D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,833,820.96

JOSEPH RODGERS & SONS,

SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK

GRANTED 1682

Sole Agents for Canada

James Hutton Company

Montreal

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT



SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



OUR GUARANTEE

We will instal a System of Gipe Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any other WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS, we will remove them at our expense.



CATALOG FREE

THE GIPE CARRIER COMPANY

99 ONTARIO STREET TORONTO. ONT.

EUROPEAN OFFICE: 116 HOLBORN, LONDON E.C. ENG.

The Huskiest Hog Alive



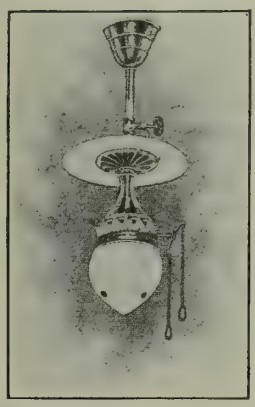
could not smash one of our Steel Hog Troughs. They are built to withstand the roughest usage. Better introduce them to your customers.

WHENEVER you have an order for galvanized or Black Steel Work that is too heavy for your tinshop, send it along to us. We have special facilities for handling such work in quick time and at the lowest prices.

Our stock lines include Steel Tanks for all purposes, Water Troughs, Hog Troughs, Stable Troughs, Food Cookers, Spray Cookers, Maple Evaporators, Staunchions, Etc., Stable Fittings, Coal Chutes, Smoke Stacks, Steel Cheese Vats, Rowe Sanitary Lavatories, Parkyte Sanitary Closets, Etc.

The Steel Trough and Machine Co., Limited

TWEED, ONTARIO



A PULL TURNS ON THE LIGHT

Better than electricity or city gas, cheaper than coal oil or candles. Steady, white, brilliant; ¼ cent per hour for 500 candle power.

Lighted or extinguished by a pull of chain and regulated to any desired candle power in the same way.

Absolutely Safe, permitted by all insurance companies. **More Light Means More Business.**

Delivered ready for any one to install.

Write now for circular and special price to merchant direct.

For stores, homes, churches, hotels, etc. First class agents wanted.

MACLAREN & CO.

Gasoline Lighting Systems

MERRICKVILLE, ONT.

Neptune Unrivalled Patent Steel Wire

is the Strongest, Most Elastic and Most Economical Wire on the market. The 12½g. and 14g. will save you over 60 per cent. as against No. 8 and 10 gauges ordinary wire. Does not sag in summer nor snap in winter.

	Breaking Strain	Length per 100 lbs.
NEPTUNE UNRIVALLED," 12½g	1140 lbs.	1277 yds.
Ordinary Galvanized Wire, 8g	1125 lbs.	471 yds.
NEPTUNE UNRIVALLED," 14g	730 lbs.	2000 yds.
Ordinary Galvanized Wire 10g,	720 lbs.	729 yds.

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft Carlswerk, M.E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

ENGLISH GLUES

Over fifty years' experience in the manufacture of

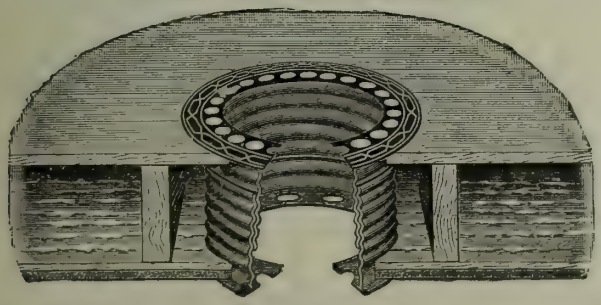
Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc., on application.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 **Appley Bridge, Wigan, Lancs., England**

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

RIVETS

IRON—COPPER—BRASS

Tinned, Coppered or Plated Finishes

Every Shipment Guaranteed. Prompt Delivery

Get our quotations before buying

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

We also do JOB PLATING



Ridging No. 872 is a Good Seller.

It's Galvanized Steel at a "Wood-Price."

An energetic hardware dealer can sell a good many lengths of Ridging No. 872 in a season. Very few will choose to erect an ordinary wood ridge when the advantages of No. 872 are explained to them. For one thing it is much more ornamental than wood. And because it is made of galvanized steel, it is also several times as durable as wood. No. 872 is easy to erect. It is made on special machinery, in ten-foot lengths, and is absolutely straight. The lengths fit together accurately. No wood filler is required And you can sell No. 872 at practically the same price as an ordinary wood ridge. How many lengths are you going to sell during the remainder of the year? There's a good margin of profit for you in each sale you make.

Metal Shingle & Siding Co., Limited

Branch Office and Factory, Montreal, P.Q. - PRESTON, ONTARIO

Our Goods are carried fn stock at the following centres: St. John, N.B., Emerson & Fisher; Quebec, J. A. Bernard; Toronto, G. P. Breckon & Co.; Winnipeg, Clare & Brockest; Calgary, Ellis & Grogan; Vancouver, Wm. N. O'Neil & Co.

The Canada Metal Co., Limited

Manufacturers of



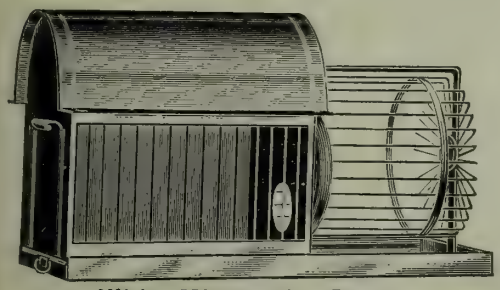
Lead Pipe, Lead Waste,
Hydraulic Drawn Traps,
Block Lead, Sheet Lead,
Solder for all Purposes,
Lead Sash Weights.

WRITE TO-DAY FOR QUOTATIONS.

Office, 31 William Street, TORONTO

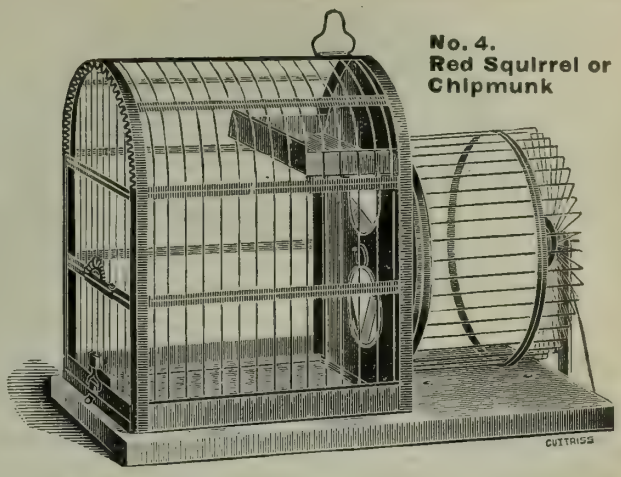
Japanned Bird Cages
Brass Bird Cages
Breeding Cages
Mocking Bird Cages
Lark Cages
Travelling Cages
Squirrel Cages
White Mouse Cages

White Rat Cages
Trap Cages
Parrot Cages
Seed Cups, Baths, Springs
Chains, Hooks, Nests
Perches, Swings, Screens
Cuttle Fish Holders, etc.



White Mice or Rat Cages

Catalogue and prices on application.



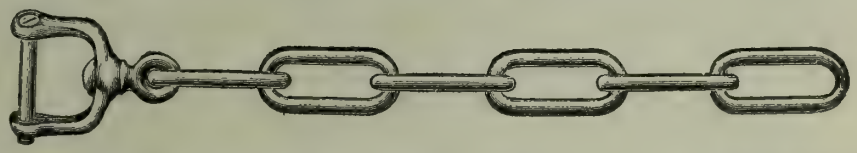
No. 4.
Red Squirrel or Chipmunk

MERRICK-ANDERSON CO.
Winnipeg Distributors

E. T. WRIGHT & CO.
(H. G. WRIGHT)
HAMILTON
Canada

Sole Manufacturers of Bird and Small Animal Cages in the Dominion

Electric Welded



Highest Quality

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

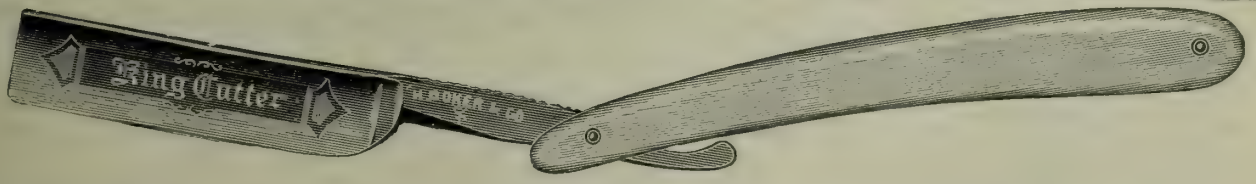
We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

Coil Chain	Logging Chain	Heel Chain	Loading Chain	German Coil	Halter Chain	Tie Outs	Cow Ties

McKINNON CHAIN COMPANY

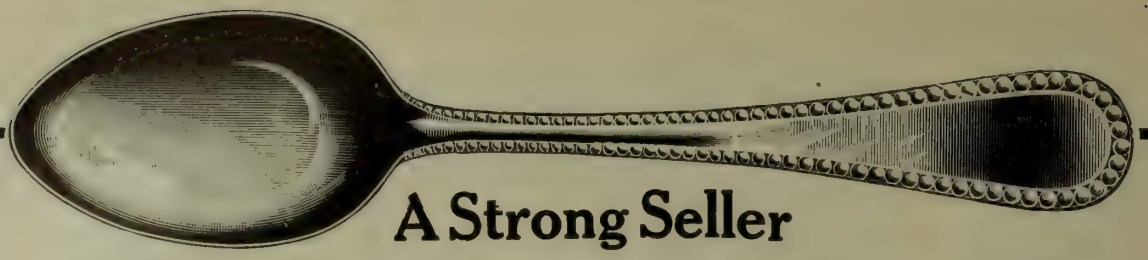
BUFFALO, N.Y. ST. CATHARINES, ONT.

H. Boker & Co.'s "King Cutter"



The Razor to last a lifetime! Every blade is hand-made from the very best quality bar razor steel, tempered by our own process. Perfectly ground, honed and set ready for use, and of the very best finish throughout. The "KING CUTTER" is known as Highest Grade, and noted for its superior shaving quality.

For Sale by All Leading Wholesale Hardware Houses



A Strong Seller

and a line that comes within the reach of all is our

NICKEL SILVER TEASPOON—BEADED

They are of undoubted value, and are made from a special metal guaranteed to wear white throughout

The McGLASHAN, CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS: J. M ICKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

WE'LL TREAT YOU RIGHT

You'll not be sorry if you give us your business in

TARRED FELT, ROOFING PITCH, COAL TAR AND OTHER ROOFING MATERIALS

We can afford our customers every facility—such as prompt shipments and close attention to their requirements. Besides, our goods cannot be beaten either for quality or price.

WRITE US AT ONCE

LOCKERBY & McCOMB, Ltd., 65 Shannon St., Montreal

Sell This Popular Line

In point of mechanism, construction and quality it is second to none and approached by few.
Every Tobin Gun is built to sell another.
NOTED for their simplicity of construction.



The Tobin "Simplex" Gun

It is made to shoot strong and to wear well.

Every TOBIN GUN carries our guarantee back of it—the dealer's guarantee of satisfaction.

Made in Canada.

Catalog on request.

Tobin Arms Mfg. Co., Limited **Tobin Simplex Guns** ***Woodstock, Ont.***

Ever hear the story

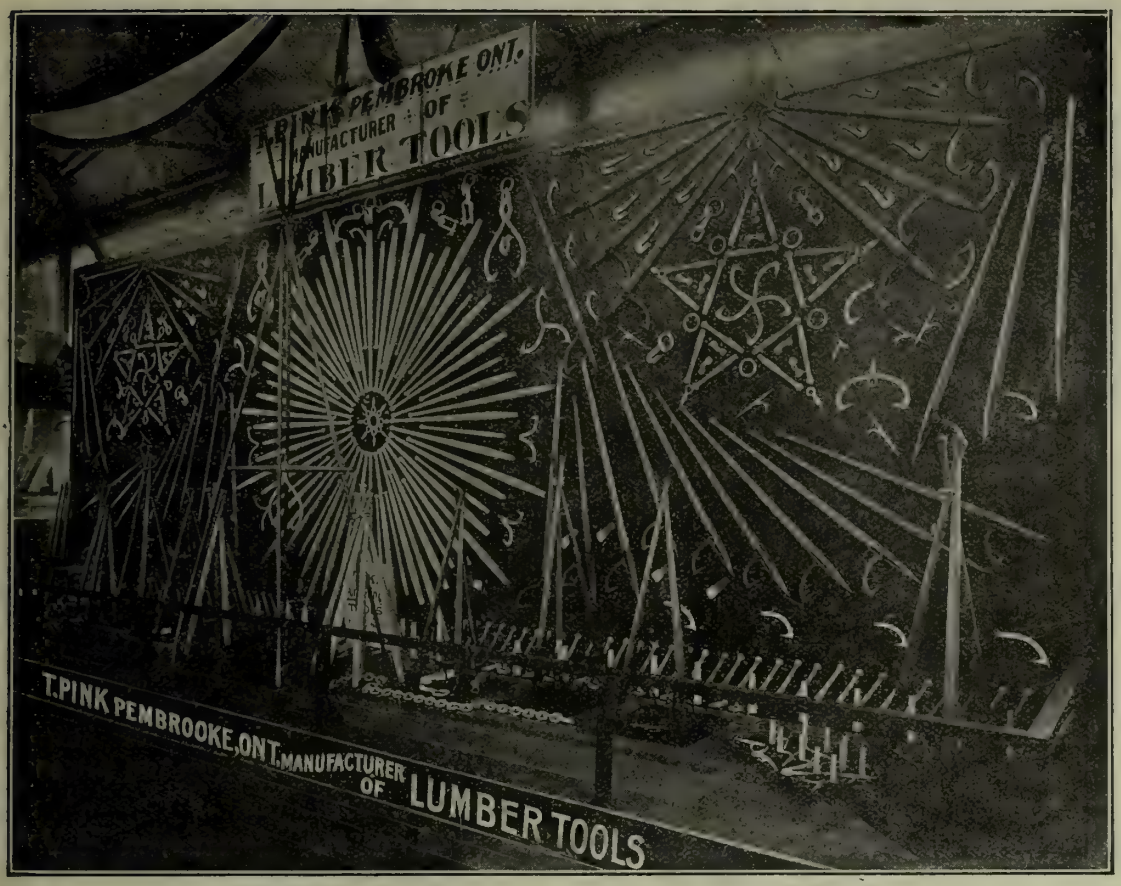
of the man who said: "I haven't got time to get out and push metallic ceilings—too much like work."? He's out of business and his store is occupied by a pushful individual who is cleaning up a lot of money without any great effort selling the McFarlane & Douglas line of

Metallic Ceilings and Walls



This line is so attractive—so chock-full of selling points—that any reasonably business-like man can work up a large sale for it. If you haven't got our catalog you'd better write us for a copy. If you have—there's money near your elbow; reach out and get it.

McFARLANE & DOUGLAS, Limited - Ottawa, Ontario, Canada



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

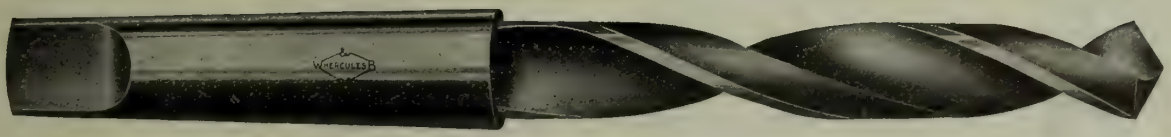
Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

You Can Drill for Less Money

with the



"Hercules" High Speed Twist Drill

Than any other, because it is **TWISTED** while hot from the latest improved **VANADIUM HIGH SPEED STEEL**, giving it great strength and toughness.

TRADE W B MARK

It will take an exceedingly **HEAVY FEED** without danger of breakage and will give more service for the money than any other High Speed Twist Drill.

Fitted with Taper Shanks, usually one size larger than regular, therefore no special chucks or sockets are required.

TRADE W B MARK

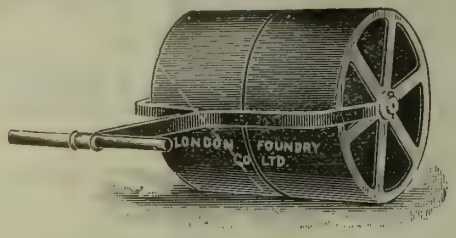
We Carry the Largest and Most Complete Line of Twist Drills in Canada and Make Instant Shipment.

The Whitman & Barnes Mfg. Co.

ST. CATHARINES, ONTARIO

HAND ROLLERS

Just the Thing for Rolling Lawns



Two Section Hand Roller

Made entirely of cast iron and steel, with 2-inch axle on which revolve two cast iron drums, each 12-inch tread and 22-inch diameter.

One Piece Hand Roller

18-inch tread and 26-inch diameter.

Water Ballast Hand Roller

36-inch tread and 30-inch diameter.

Write for Catalogue and Prices

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA

UP-TO-DATE

WATER FILTERS



These come in a variety of pleasing styles and are just what you should carry at this time of year.

The taps are nickel-plated and of durable make, and the efficiency of the filter in ridding all kinds of water from impurity is unchallenged.

Get Our Catalog and prices.

The Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:
H. F. McINTOSH & CO., 28 Toronto St., Toronto



Maxwell's Latest is the "Champion High Speed Washer." This machine differs from the famous "Puritan" only in the driving mechanism. The

Champion High-Speed Washer

is run, as the illustration shows, by a lever. This lever also starts the balance wheel, which revolves four times for every stroke. The great momentum of this balance wheel helps to turn the dolly block and makes the "Champion" run very smoothly and easily.

It is sure to be a splendid seller.

David Maxwell & Sons : : St. Mary's, Ont.

Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at

Montreal, Que. Hull, Que.
Marlbank, Ont. Belleville, Ont.
Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

Head Office:

Montreal

Sales Offices:

Montreal - - Toronto
Winnipeg - - Calgary

The AYLMER



Branch Pipe Double Acting Force Pump fitted for Windmill or Hand use.

New Adjustable Base and Union Spout. This pump is adapted for any and all wells from a 5 5/8 inch hole up and any depth well up to 100 feet. These Pumps are fitted with Brass Upper Cylinders, Expansion Plungers, Steel Bolts, and large Airchambers. They are our best and latest goods.

Manufactured only by

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - - ONTARIO

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

We point out the road to greater business!



We have increased the profits of hundreds of dealers throughout the Dominion. Some we have increased 50%, others 1%. But they all increase just the same. No dull moments for STAR EXPANSION BOLTS. They sell just as fast in June as in December. Our great advertising campaign in 100 publications never allows our goods to stop selling.

STAR Expansion Bolts

consist of a malleable iron shield and a lag or coach screw. They are in demand everywhere. Plumbers, Contractors, Builders, Engineers and Electricians, all use and endorse them. Architects specify them in building contracts where secure and economical fastenings are essential.

Better write for that dealers' proposition before you forget. Do it *now*.

Samples and catalogue 36 free upon request.

Star Expansion Bolt Co.

Catalogue Department 36

147 Cedar Street, :: New York City

$3.00

will enable you to get highly desirable information on any investment possibility through

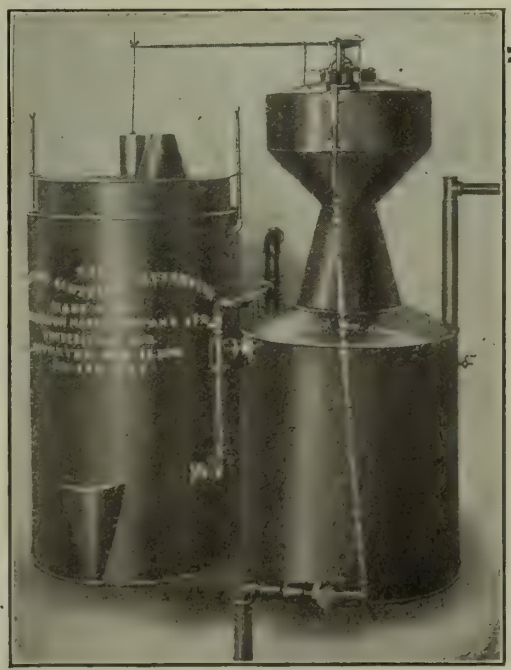
The Financial Post

of TORONTO, Canada

The Post has proved its independence and reliability by exposing in its columns unsafe and "fake" promotions. A subscription also gives access to advice of a more private nature from our "Information Bureau," which is highly regarded by those using it. *Let us help you.*

Send for a sample copy to The Financial Post.

Montreal, Toronto or Winnipeg



The Monitor Acetylene Generator

Canadian Patent No. 118,217

Are you ready to install this up-to-date lighting plant?

It has been approved by the Canadian Board of Fire Underwriters for installation in any insured building in Canada. Absolute safety, perfect action, uniformity of gas pressure, simplicity, ease and safety of recharging, are features of the "Monitor." The Carbide Feeding Device operates outside and not within, hence cannot possibly form accretions, become clogged or encrusted with lime salts, thus cannot go wrong.

Write for Catalogue and particulars

DEPARTMENT E.

Monitor Manufacturing Company

FREDERICTON, N.B.

A WARM HOUSE in winter is a COOL HOUSE in summer

This IDEAL can be achieved by using OUR BUILDING PAPERS and ROOFING.
It saves MONEY and gives COMFORT at the same time BRINGING BUSINESS to the dealer.
We make these lines to suit the Canadian climate. These are the Brands—

BLACK DIAMOND Tarred Felt **JOLIETTE and CYCLONE Sheathing.**

We also sell wrapping papers of all descriptions

ALEX. McARTHUR & CO., Limited
82 McGill Street **MONTREAL**

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal.—Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb.

Lion Metal Co., Montreal. — Lion Extra, 60c.; Genuine, 50c.; Crown, 40c.; Antifriction, 30c.; Special, 25c.; "A," 20c.; "B," 15c.; "C," 12c.; Mag Metal, 10c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch.....	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ⅛ to 1 inch, round	0 21
Tubing, seamless base, per lb.....	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot.....	13 50 13 50
Cut lengths, round bars, ¼ to 2 in. .	21 00
Plain sheets, 14 oz., 14x48", 14x60"..	23 00
Plain, 16 oz., 14x48 and 14x60.....	22 00
Tinned copper sheet, base.....	24 00
Planished base.....	28 00
Braziers', in sheets, 6x4	23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1....	....	20 00
" " No. 2....	....	19 50
Middlesboro, No. 3 pig iron..	17 75	20 00
Summerlee, No. 2 " ..	20 25	22 50
Carron, special.....	20 00	....
Carron, soft.....	19 75	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow.....	17 75	20 50
Glengarnock.....	....	22 50
Radnor, charcoal iron.....	32 00	32 50
Ayresome, No. 3.....	18 75	....
Ferro Nickel pig iron (Soo)....		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...	....	27 50
Angles..... base	2 50	2 50
Common bar, per 100 lb.....	1 90	2 05
Forged iron	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel.....	1 90	2 15
Sleigh shoe steel.....	1 90	2 15
Iron finish machinery steel (domestic).....	1 95	2 15
Iron finish steel (foreign)....	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 40	2 50
Mining cast steel.....	0 07½	0 08
High speed.....	0 65	0 65
Capital tool steel.....	0 50	....
Cammell Laird.....		0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel.....	0 06½	....
Silver tool steel.....	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch.....	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets.....	2 40 2 60
All bright, 52 sheets.....	3 50 3 50

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52.....	4 45	4 45	4 35
60.....	4 70	4 70	4 60
20x28x80.....	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20....	3 60	3 35	3 60	3 60
22-24....	3 65	3 40	3 65	3 65
26.....	4 05	3 80	4 05	4 05
28.....	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 25 cents extra.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 60 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 10¾
Light copper bottoms	0 09½	0 09½
Heavy red brass.....	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass.....	0 06	0 06½
Tea lead.....	0 02½	0 02½
Heavy lead.....	0 02¾	0 02¾
Scrap zinc	0 03	0 03½
No. 1 wrought iron	12 00	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate.....	12 50	13 00
Malleable	9 00	8 00
Miscellaneous steel	5 00	6 00
Old rubbers....	0 09½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 50	3 75
Imported pig, per 100 lb.....	3 75	3 85
Bar pig, per 100 lb.....	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll...	5 00	5 00
Sheets, 3 to 6 lb. ft.....	4 75	4 75

Cut sheets ¼c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 20	0 20
Wiping	0 18½	0 19

SHEET ZINC.

5-cwt. casks	6 75	6 75
Part casks.....	7 00	7 00

SPELTER.

Foreign, per 100 lb	5 75	5 75

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $35 00 35 00

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)		Per box.
I C, 14 x 20 base	....	$5 50
IX, 14 x 20 "	....	6 50
IXX, 14 x 20 base	....	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

"Dominion Crown Best"—Double Coated, Tissued.

		Per box
I C, 14 x 20 base.....	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base.....	....	4 25
I X, 14 x 20 "	....	5 00
I XX, 14 x 20 "	....	5 75

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	....	4 00
20x28, double box	....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	7 50
IX., Terne Tin	...	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs.	....	6 75
" 14x60, "		
" 14x65, "		

Tinned Sheets.

22x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "	....	8 00

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18 $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21 $7 — No. 22, $7.30 — No. 23, $7.65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27 $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 35c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c —bagging papering, 10c

QUALITY IS WHAT PROMOTES SUSTAINED REPUTATION

For Eighty-five years ***Heinisch*** Shears have been the world's leading line of shears. ***Quality*** built that reputation and ***quality*** sustains it. Sell

HEINISCH

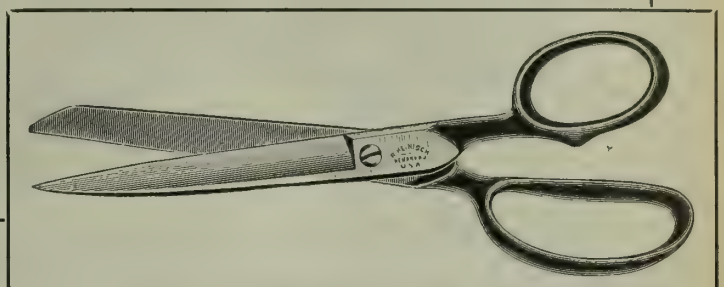
Shears and you will never have complaining customers.

Tailors' Shears, Tinners' Snips, Trimmers, Ladies' Scissors, etc.

Sold by all jobbers.

R. Heinisch's Sons Co.,

NEWARK, : N.J. : U.S.A.



HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs.. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.

Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.

F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires; ½, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks	per lb.
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of lead		0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow "	0 18
Golden ochre "	0 11
French " "	0 09
Chrome green "	0 11
French permanent green"	0 15
Signwriters' black "	0 17
Marine black, 25 lb. irons	0 05

GLUE.

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Brantford all-round glue, ½-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 19½	0 19½
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb., "	0 23½	0 23½
Tins, 1-lb., 100 in case	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	1 70
Canada Paint Co.'s pure	1 60
Globe house paint (Windsor)	1 25
"New Era" house paint (Windsor)	1 35
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson's "English"	1 60
Ramsay's paints, Pure	1 40
" Thistle	1 10
Martin-Senour 100 p.c. pure, base	1 70
Senour's Floor Paints, base	1 35
Jamieson's "Crown and Anchor"	1 50
Jamieson's floor enamel	1 75
Island City pure paints	1 50
Sanderson Pearcy's, pure	1 40
Robertson's pure paints	1 40

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 45
Bladders in bbls	2 70

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Prime white petroleum per gal		0 13
Water white "		0 15
Pratt's astral "		0 17½
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls		0 19
Benzine, per gal single bbls		0 17
Turpentine, single barrels	0 93	0 95
Linseed Oil, " raw	0 92	0 94
" " boiled	0 95	0 97

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	1 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's. white enamel	3 50
Canada Paint Co's sun varnish	3 00
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 50
C.O. Co's. Permanite, interior	2 00
" Herculo, exterior	2 50
" Reflex, floor	2 25
" Japanite Dryer	1 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 25	6 40
Elephant Genuine	6 25	6 40
Lily Pure	5 75	5 90
Tiger Pure	5 55	5 70
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		5 50
Brandram's B. B. Genuine	7 00	7 15
"Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 50	5 65
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 75	5 90
Island City pure lead	5 75	5 90
Sterling C.P.		5 75
" Decorators		5 25
Sanderson Pearcy's		5 75
Robertson's C.P., lead	5 50	5 65
Decorators' Pure	5 75	5 90

No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20. per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz. pairs.	
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 50
Double strap hangers, doz. sets		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		6 50
" " rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.

Cow bells, 65 p.c.

Sleigh bells, shaft and hames, pair, 22c up.

Sleigh bells, body straps, each, $1.15 up.

Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.

Standard, 60, 10, 10 and 10 per cent.

No. 1, not wider than 6 in., 60, 10, 10 and 10

Agricultural, not wider than 4 in., 75 per cent

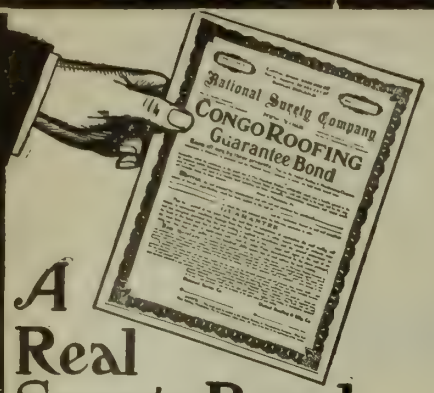
Lace leather, per side, 80c.; cut laces, 55c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent
" " ⅝ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅝ and less	60, 10 and 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅝ and less	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list	75
Nuts, square, all sizes, 4½c. per lb. off	
Nuts, hexagon, all sizes, 4½c. per lb. off.	
Stove Rods per lb., 5½ to 6c.	
Stove Bolts 20	



A Real Surety Bond

Congo Roofing

LOTS of advertisers use the word "guarantee" recklessly. We did not like to be in their category, so we decided to have the National Surety Co. issue a **Guarantee Bond**, duly numbered and recorded, with every roll of Congo Roofing.

This Bond guarantees that the two and three ply will last ten years.

The provisions are simple and straightforward and it is no trouble to comply with them. With a Congo Roof the Bond leaves the owner absolutely free from responsibility for ten years

If it wears out before that time, he gets a new roof free.

He does not have to argue with us and convince us, because the National Surety Co. is behind each bond.

The bond is legal and binding, and gives absolute certainty of satisfaction.

A copy of the guarantee and free sample will be sent to you on request.

UNITED ROOFING AND MFG. CO.
Philadelphia, Pa.

Stark, Seybold, Ltd., Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Ltd., Victoria, B.C.; Hobbs Hardware Co., London, Ont.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BINDER TWINE.

500 feet, sisal	0 07½
500 " standard	0 07½
550 " " manilla	0 07½
600 " "	0 08½
650 " " "	0 09

Car lots, ½c. less; 5-ton lots, ¼c. less Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, 45 p.c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.
Crescent brands, 70 per cent.

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 60	1 7
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	3 00
3 " " "	3 65
4 " " "	4 80
5 " " "	6 60
" " "	8 00

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 nch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEONS

Canadian, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 50 per cent
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 75
10 " " "	3 00
12 " " "	3 50
15 " " "	5 00

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent,
Galvanized washtubs, 45 per cent.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	2 00
" " ⅝ " "	10 00
" " ¾ " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 45

HINGES.

Blind, discount 50 per cent.		
Heavy T and strap, 4-in 100 lb. net	7 25	
" " 5-in. "	7 00	
" " 6-in., "	6 75	
" " 8-in.,	6 50	
" " 10-in. and larger	6 25	
Light T and strap, discount 65 p.c.		
Screw hook and hinge—		
under 12 n per 100 lb.	4 50	
over 12 in. "	3 50	
Crate hinges and back flaps, 65 and 5 p. c.		
Chest hinges and hinge hasps, 65 p.c.		

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $8.40; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—		
¼ x 5 per gross	2 25	
5-16 x 5 "	3 40	

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4.10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 30 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50, and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast, per doz.	6 75
Lift Tubular and Hinge Plain. "	5 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in, $5.10; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $5.10; do., 4 knives, $6.25; 9 in. wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½ in. wheel, 4 knives, 12 in. sizes, $8.50: ball bearing, do., $10: do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz.	9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1½—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅜ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb.	4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 45%. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

Say, Brother Hardwareman

did you know that we manufacture the most complete line of

CUTLERY

in the world? The "Clauss" Shear Company can supply all your needs and will help to sell your goods by their insistent consumer advertising. Our Natural Gas Process produces a blade with a perfectly tempered edge. Our catalogue cannot help being of value to you! Send for it.

TINNERS' SNIPS



CLAUSS SHEAR COMPANY, 169 Spadina Ave., Toronto

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent
8, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pitts, 40 p.c.

PLANES

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 10 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE

Sisal rope	0 09
Pure Manilla rope	0 10½
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Sisal bed cord 48 feet...per doz.	0 85
" " 60 feet... "	0 80
" " 72 feet "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine per lb.	0 [illegible] 0 45
Staging "	0 77 0 85

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz. 1 15
Ivory, No. 1282, 2 foot, each 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished...per set 0 75
" No. 50, nickle-plated, " 0 80
" handles, japaned, per gross 3 40
Common, plain 4 25
" plated 5 50
Asbestos, per set 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb. 2 20
Solid, 3 to 30 lbs 1 40

SASH CORD.

No. 8, per lb. 0 34½

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne – Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 35.

SCYTHE SNATHS.

Canadian, 40 per cent

SCREWS	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
" iron, per doz.	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's ...per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian. No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50
Eureka tinned steel, hooks 00

STAPLES

Poultry netting, 100 lbs. 5 70
Bed, 100 lbs., No. 14 6 75
Blind, per lb. 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPE.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50
Nestable, 45 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common...per doz.	1 22
7-inch "	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p.c.	

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita ...per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr		0 10
Scythe...per gross	3 50	5 00
Grind, 40 to 200 lb.. per ton..	20 00	22 00
" under 40 lb. "		24 00
" 200 lb and over		28 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch pointed shoe rivets, 45 and 10; cheese box tacks, trunk tacks, 80 and 20; strawberry box tacks, and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 00
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1240, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)	Doz
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz.	73 75
Square " "	77 50
Dowswell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, mproved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	172 50
20 per cent.	

WRINGERS

Royal Canadian, 11 in., doz.	46 25
Improved Royal Canadian, 11 in.	48 75
Eze, 10 in., per doz	47 25
Bicycle, 11 inch	58 25
Trojan, 12 inch	101 50
Challenge, 3 year, 11 in.	49 75
Ottawa, 3 year, 11 in.	56 00
Favorite, 5 year, 1 in.	67 50
20 per cent.	

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in.	1 00
" " " 36 in.	1 25
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shove handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHER

Canadian, 50 per cent.

INDEX TO ADVERTISERS

Allan Hills Edge Tool 10
American Shearer Co 24
Anthony, M. B 24
Anti Splash Filter Co 24
Armstrong Bros. Tool Co 28
Atkins, E. C., & Co 32
Atlas Mfg. Co 24
Aylmer Pump and Scale Co 69

Banwell Hoxie Wire Fence Co 23
Barber Asphalt Paving Co 27
Barrett, W. L 24
Barker & Co., D. J 21
Barnett, G. & H. Co ....outside back cover
Beath, W. D. & Son 12
Bemis & Call Hardware and Tool Co ... 62
Bissell Carpet Sweeper Co 27
Boker, H. & Co 61
Bosse & Banks 24
Bowser, S. F., & Co., Ltd 56
Brandram-Henderson, Ltd 52
British America Assurance Co 62
Brown-Boggs Co 28
Buffalo Mfg. Co 68
Burrow Stewart & Milne Co., Ltd 14
Butterworth Foundry Co 14

Cameron & Campbell 24
Canada Bolt and Nut Co 12
Canada Cement Co 68
Canada Foundry Co 62
Canada Glue Co 6
Canada Metal Co 64
Canada Paint Co 54
Canada Screw Co 76
Canada Steel Goods Co 8
Canada Wire Goods Mfg. Co 62
Canadian Copper Co 49
Canadian Ferrosteel Co 21
Canadian Heating & Ventilating Co 19
Canadian Sales & Mfg. Co 25
Canadian Hart Wheels 24
Caverhill, Learmont & Co 5
Chadeloid Chemical Co 58
Chicago Spring Butt Co..inside back cover
Christy Safety Razor Co., Ltd 9
Clare Bros. & Co 18
Clare, Little & Co 24
Clauss Shear Co 73
Collette Mfg. Co 25
Collins Mfg. Co 25
Connor, J. H., & Son 59
Consolidated Plate Glass Co 6

Copp, W. J., Sons & Co 47
Covert Mfg. Co 25
Cowan & Britton 59
Cummer Dowswell, Ltd 60

Davidson, Thos., Mfg. Co 8
Directory of Manufacturers 24 25
Disston, Henry, & Son 9
Dominion Cartridge Co 34
Dominion Wire Mfg. Co 26
Dorken Bros ..... outside front cover, 65
Dougall Varnish Co 56

Ford Auger Bit Co 62
Frothingham & Workman, Ltd 4

Gibb, Alexander 24
Gilbertson, W., & Co 23
Gipe Carrier Co 63
Glidden Varnish Co 57
Goodhue & Co., Ltd., J. L 62
Gourack Ropework Co 24
Greening, B., Wire Co 29
Grove Chemical Co 63
Gurney Fdy. Co., Ltd 16
Gutta Percha & Rubber Mfg. Co.....
outside back cover

Hamilton Cotton Co 23
Harrington & Richardson Arms Co 34
Harris, J. W., Co 22
Hart & Cooley 20
Heinisch, R., Sons Co 71
Hemphill, T. W 24
Hill, Jas., & Co 55
Howland, H. S., Sons & Co 7
Hoyle, Robson, Barnett & Co 47
Hutton, Jas., & Co 62

Imperial Varnish and Color Co 51
International Supply Co 33
International Varnish Co 56

James & Reid 24
Jardine, A. B., & Co 47
Jenkins Bros 33
Jenkins & Hardy 25
Jones Mfg. Co., Ltd., D. F. The 23
Johnson's, Iver, Arms and Cycle Works 49

Kains, J. M., & Co 24
Kampfe Bros 13

Kemp Mfg. Co 34
Kerr Engine Co ....inside back cover
Kyle, P 24

Laidlaw Bale Tie Co 75
Leslie, A. C., & Co 49
Lewis Bros., Ltd 3
Lockerby & McComb 66
London Foundry Co 68
London Rolling Mill Co 49
Lufkin Rule Co ....inside back cover
Lysaght, John ....outside front cover

McArthur, Alex., & Co 70
McClary Mfg. Co 15
McDougall, R., Co 13
McFarlane & Douglas, Ltd 66
McGlashan-Clarke Co., Ltd 66
McKinnon Chain Co 65
MacLaren & Co 63

Malleable Iron Range Co 17
Maple City Mfg. Co 1
Martin, L. Co 59
Martin-Senour Co 53
Maxwell, D., & Sons 68
Metal Shingle and Siding Co 62 64
Metallic Roofing Co 13
Millers Falls Co 55
Monitor Mfg. Co 69
Montreal Rolling Mills Co 51
Moore, Benjamin, & Co 53
Morris & Bailey Steel Co 61
Morrison, James, Brass Mfg. Co 26

National Hardware Co 22
Newman, W., & Sons 24
Nicholson File Co 75
Nickel Plate Stove Polish Co 63
North Bros. Mfg. Co 1
Nova Scotia Steel and Coal Co 49

Oakey, John, & Sons 55
Oneida Community ....inside front cover
Ontario Lantern and Lamp Co 60
Otterville Mfg. Co 62

Parmenter Bullock Co., The 27
Paterson Mfg. Co 72
Pearson, Geo. D. & Co 25
Pease Foundry Co 45
Penberthy Injector Co 11

Peterborough Lock Co....inside back cover
Pilkington Bros 61
Pink, Thos 67
Pratt & Lambert Inc 58

Queen City Oil Co 19

Ramsay, A., & Son Co 55
Reid, James 24
Robertson Mfg. Co., Ltd., P. L 63
Robertson, Jas., Co., Montreal 61
Rogers Sons & Co., Ltd., Henry 10
Rolland Paper Co., The 29
Ross Rifle Co 76

Samuel, M. & L., Benjamin, & Co 22
Scarfe & Co 59
Seymour, Henry T., Shear Co 23
Sharratt & Newth 25
Shaw, A., & Son 23
Sherwin-Williams Co 47
Simonds Mfg. Co 23
Simonds Canada Saw Co 12
Smart Mfg. Co., Ltd., The James 20
Sonne, Thos., sr 24
Standard Paint and Varnish Co 55
Stanley Rule and Level Co 2
Star Expansion Bolt Co 69
Steel Trough & Machine Co., Ltd 63
Stephens G. F 45
Stewart Mfg. Co., Jas., Ltd 20
Still, J. H., Mfg. Co ....inside back cover

Taylor-Forbes Co ....outside front cover
Terry, Herbert, & Sons..outside back cover
Thompson, B. & S. H ...outside back cover
Thompson & Gunn 25
Tobin Arms Mfg. Co., Ltd 66
Toronto Plate Glass Importing Co 25
Tuttle & Bailey 21

Want Ads 31
Warminton, J. N 25
Watson Jack, & Co 63
Western Wire and Nail Co 25
White Mop Wringer Co 6
Whitman & Barnes Mfg. Co 67
Winnipeg Paint and Glass Co., Ltd 47
Woodstock Waggon Co 45
Wright, E. T., & Co 65

CLASSIFIED LIST OF ADVERTISEMENTS

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Anchors, Star Screw
Star Expansion Bolt Co., New York

Babbitt Metal.
Canada Metal Co., Toronto
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co,. Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting
J. L. Goodhue & Co., Danville, Que.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal

Bolts---Expansion
Star Expansion Bolt Co., New York

Box Strapping
J. N. Warminton, Montreal

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Bridle Rings---Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg Co., West Troy, N.Y
Frothingham & Workman, Ltd., Montreal
Hill, Jas., & Co., Ltd., London, England
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal
Lockerby & McComb, Montreal.
Lufkin Rule Co. Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cable Dogs, Sebco
Star Expansion Bolt Co., New York

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chain.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Dowswell Mfg. Co., Hamilton
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines.
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton,
R. McMaster, Vancouver.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,
W. D. Beath & Son, Ltd., Toronto

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto.
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Drills---Brick and Stone
Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

Electric Dry Batteries
Canadian Carbon Co., Toronto

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engine Supplies, etc.
Kerr Engine Co., Walkerville, Ont.
Penberthy Injector Co, Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills. Montreal
Watson, Jack & Co., Montreal

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Ltd., Montreal

Filters
Anti-Splash Filter Co., Owen Sound,

Firearms and Ammunition.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes.
Dennis Wire & Iron Co., London

Furnaces.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing
Canada Metal Co., Toronto.
U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Galvanized Iron
John Lysaght, Ltd., Bristol, Newport and Montreal.

Glass
Pilkington Bros., Ltd., Montreal

Glass Cutters
W. L. Barrett, Bristol

Glass Ornamental
Pilkington Bros., Ltd., Montreal
Toronto Plate Glass Importing Co Toronto.
Consolidated Plate Glass Co., Toronto

Glass Wired
Pilkington Bros., Ltd., Montreal

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.

Glue.
The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appley Bridge, Eng

Guns
Harrington & Richardson Arms Co., Worchester, Mass.

Handles.
Still, J. H., Mfg. Co.

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganonoque
Taylor-Forbes Co., Ltd., Guelph, On

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.

Hoop Iron.
Frothingham & Workman, Ltd., Montrea
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Montreal Rolling Mills, Montreal.

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Ladders
Martin, S. B., Dalton, Ohio, U.S.A.

Lamps
Queen City Oil Co., Toronto

Lanterns
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont.
Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Lighting Fixtures
McLaren & Co., Merrickville

Locks, Knobs, Escutcheons, etc
Corbin Cabinet Lock Co., New Britain, Conn.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
United States Steel Products Export Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto, Ont.
Wright, E.T., & Co., Hamilton, Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
Queen City Oil Co., Toronto

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Dennnis Wire & Iron Co., London, Ont.
Canadian Wire Goods Mfg. Co., Hamton

Padlocks
Corbin Cabinet Lock Co., New Britain, Conn.

Pail Clasps
J. N. Warminton, Montreal

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne, Eng.
Canada Paint Co., Montreal.
Dods, P. D. & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin. & Co. Toronto.
Pilkington Bros., Ltd., Montreal
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Martin-Senour Co., Montreal

Paris Green
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne.

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Plows.
The Paris Plow Co., Paris, Ont

Portland Cement.
Canada Cement Co., Ltd., Montreal
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Razors.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Registers
The Canadian Ferrosteel Co., Bridgeburg, Ont.
Hart & Cooley Co., New Britain, Conn
A. Welch & Son, Toronto.
Tuttle & Bailey Mfg. Co., Bridgeburg, Ont

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Barber Asphalt Co, Philadelphia
Winnipeg Paint & Glass Co., Winnipeg
United Roofing & Mfg. Co., Philadelphia, Pa.
Lockerby & McComb, Montreal
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Simonds Mfg. Co., Fitchburg Mass.

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton, On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.

Silverware.
McGlashan, Clarke Co., Niagara Falls.

Snaps
Covert Mfg. Co., Troy, N.Y

Sprayers
Cavers Bros., Galt, Ont.
Thos. Davidson Mfg. Co., Montrea
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton
T. Collins Mfg. Co., Toronto

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey SteelCo., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Export Co., Montreal

Stencils
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton, Ont.

Stoves, Furnaces
D. J. Barker & Co., Picton, Ont.
Butterwotrth Fdy. Co., Ottawa
Burrow, Stewart & Milne Co, Hamilton
W J Copp, Son & Co, Fort William, Ont
Canadian Heating & Ventilating Co. Owen Sound.
Clare Bros., Preston.
Davidson, Thos., Mfg. Co., Montreal.
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Jas Smart Mfg Co, Ltd, Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock
Queen City Oil Co., Toronto

Tacks.
Montreal Rolling Mills Co., Montreal.
Canada Screw Co, Hamilton
U.S, Steel Products Export Co., Montreal

Tapes.
Lufkin Rule Co., Windsor, Ont
Jas. Chesterman & Co., Sheffield Eng.

Tin Plate.
A. C. Leslie & Co., Montreal

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal

Vacuum Cleaners
Universal Vacuum Cleaner Ltd., Montreal
Onward Mfg. Co., Berlin

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Washing Machines, etc
J. H. Connor & Son., Ottawa, Ont.
Dowswell Mfg. Co., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont
Walter Woods & Co., Hamilton

Washing Machines—Power
Excello Specialty Co., Berlin, Ont.

Wagons—Children's.
Woodstock Wagon Co., Woodstoc

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Clutch Nails
J. N. Warminton, Montreal

Wire Goods
Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

Woodenware
Wm. Cane & Son, Newmarket
Walter Woods & Co., Hamilton

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN

Nicholson

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

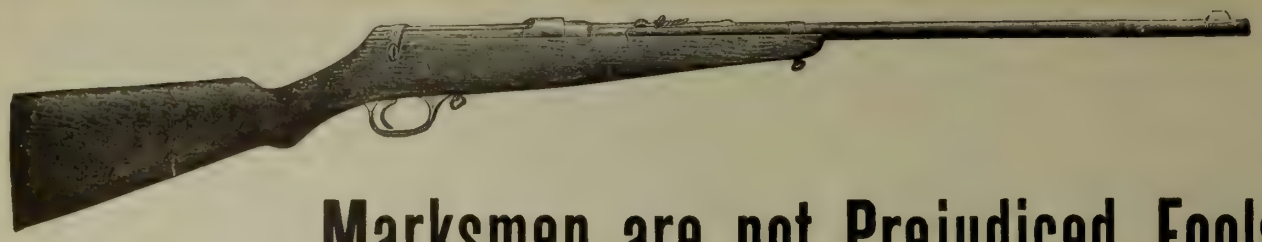
Dominion Works, Port Hope, Ont.

Don't let your stock get too low—unsatisfied inquiries mean lost customers.
Our specialty is a high-grade line of

WIRE NAILS

WIRE BALE-TIES. WIRE BARREL HOOPS.
BRIGHT AND ANNEALED WIRE OF ALL KINDS.
Ask your jobber for the Laidlaw line.

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO
Vancouver—George W. Laidlaw
Winnipeg—Harry F. Moulden



Marksmen are not Prejudiced Fools!



and when they see that the best scores are made with Ross Rifles, that sportsmen armed with Ross Rifles come home with the best bags, they naturally arm themselves with same rifles.

Dealers just as naturally and intelligently prepare themselves to meet the marksman's wishes, otherwise there is a lost sale in the effort to sell some other arm.

To sell the best rifle made to the marksman who knows its possibilities and wants it at a good profit is the simple A.B.C. of business.

Write for catalogue, price lists and discounts to the trade.

ROSS RIFLE CO. - QUEBEC, P.Q.



Wire Nails

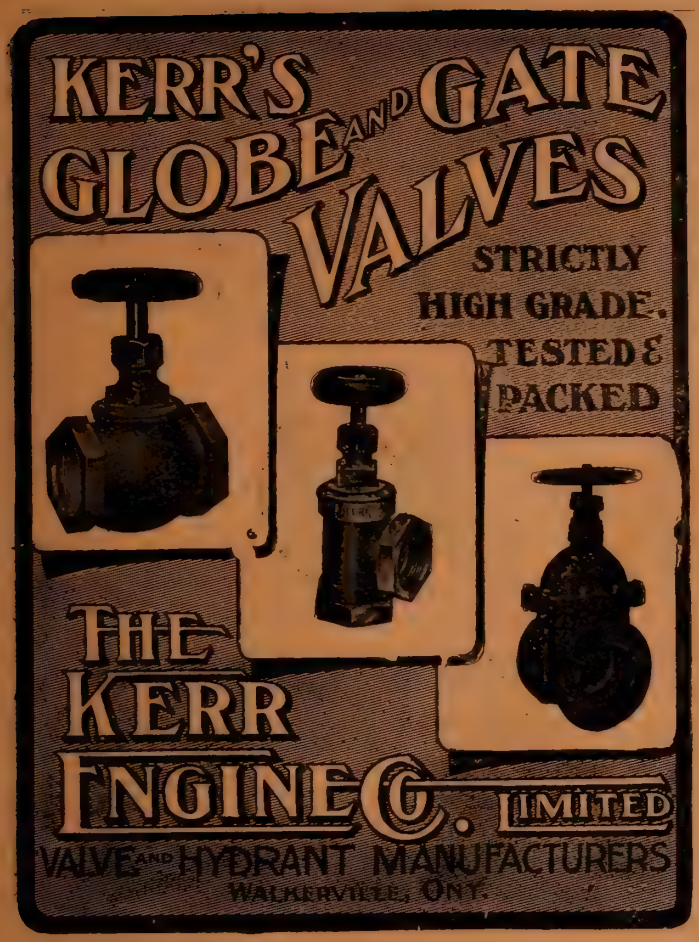
A trial order solicited. Prompt shipment made.
Special gauges made on short notice.

We also manufacture the best kind of Machine Screws; Wire---Bright, Coppered and Tinned; Stove and Tire Bolts, Tacks, Wood Screws, Sleigh Shoe Bolts, Rivets, Bright Wire Goods in Iron, Copper and Brass, Fence Staples, Boot Calks.



Canada Screw Co., Limited

TORONTO HAMILTON MONTREAL



You can't be TOO CAREFUL of the quality of your axe handles

STILL'S AXE HANDLES

are goods you need have no hesitation in recommending. In some lines a cheap article may have its uses, but in axe handles anything but a quality tool is absolutely useless. Remember STILL'S are QUALITY TOOLS. The prices, too, will interest you.

J. H. Still Mfg. Co., Ltd.

ST. THOMAS, ONT.

Get Right With the Building Trade

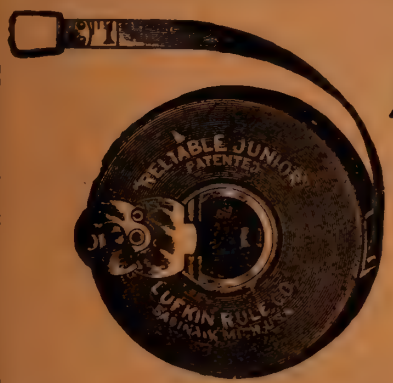
There's a large and profitable trade which can be done in Builders' Hardware, if you are handling our full range of Rim and Mortise Locks, and of Inside, Front and Store Door Sets, unrivalled at any price. Get our prices.

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario



Cylinder Night Latch, No. 103



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bent Leather, Etc.

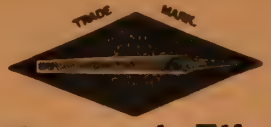
ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., of Canada, Ltd.

Windsor, Ont.

London Office and Warehouse—24 and 26 Holborn.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals



Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



EKERT PROCESS

TRADE RADIUM MARK

PAT. IN CANADA 1907

VALVE DISCS



Nothing to equal them has ever been made

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Winnipeg Calgary Vancouver

"APOLLO"

Galvanized Sheet Steel

We carry a stock in all sizes and gauges and can make immediate shipment.

B. & S. H. Thompson & Co.

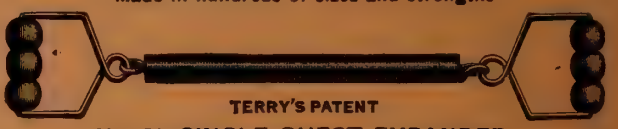
LIMITED

MONTREAL

MADE IN ENGLAND

TERRY'S (PATENT) STEEL SPRING EXERCISERS and DEVELOPERS

Made in hundreds of sizes and strengths



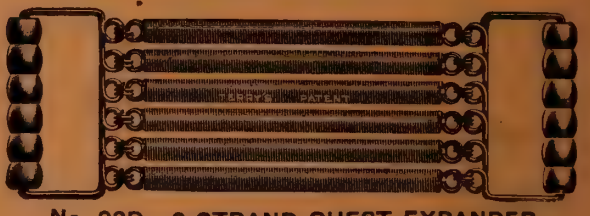
TERRY'S PATENT

No. 91. SINGLE CHEST EXPANDER.

Size	0	1	2	3	3A	4	5	6
Trade Prices	17/6	22/	24/-	25/6	36/-	37/6	48/-	60/- per doz.

GOOD PROFITS

Send for 20/- parcel.



No. 92D. 6 STRAND CHEST EXPANDER.

Size	0	1	2	3	3A	4	5	6
Trade Prices	116/-	122/-	128/-	146/-	150/-	156/-	174/-	200/- per doz.

Fitted with detachable springs, as illustrated.

SEND FOR TRADE LISTS. Hundreds of lines that sell.

HERBERT TERRY & SONS (Box 100)

The Spring Specialists REDDITCH, ENGLAND

Mention Paper

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 511 Union Bank Bldg.
New York: Rooms 1109-1111, 160 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, AUGUST 13, 1910 NO. 33

ANVILS BITS

HENRY BOKER

MANUFACTURER OF

ARROW BRAND

REGISTERED TRADE MARK

HARDWARE

SPECIALITIES OF ALL DESCRIPTIONS

Pliers Vices

For Sale by Leading Wholesale Hous s.

We don't spare the Galvanizing on

"Queen's Head"



So there are no "defectives" to come back.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch



A Profitable Line To Handle

Get busy selling our

TREE PRUNERS

with Woodyatt's Patent Socket. They are staunchly made in 4 lengths, with maple handles and malleable heads, and the Knives are of best crucible steel. See to your stocks.

Ask your jobber for Taylor-Forbes Hardware Specialties. : : : : :

Taylor-Forbes Co., Limited

HEAD OFFICE AND WORKS

Guelph - Ontario

TAYLOR-FORBES CO., Limited, 246 Craig St. West, MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travellers Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENGLAND

The Ironclad Alarm



"It Rings to Beat the Band."

THERE'S good profit in IRONCLAD Alarms—not *small change* or *money back* profit—but profit that *earns* big and *stays* big.

They sell for one fifty, cost less than a dollar—and they're a snap to *sell* for they've got lots to *tell.*

Knockproof, dropproof, dustproof—long ring, loud ring, true ring—good *profit,* easy *profit,* clear *profit.*

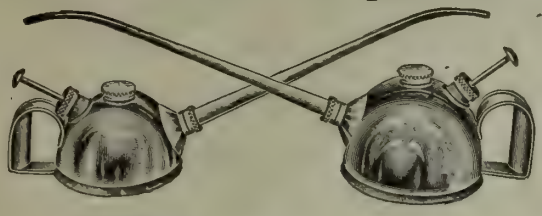
We pack Ironclads a dozen in a box with 4 four-color posters and a booklet of ready-made ads and electros. On orders for 24 clocks we print your name on dials without charge.

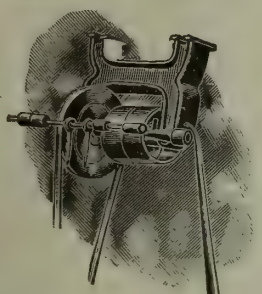
Height 5 inches. Dial 2¾ inches. Weight 2½ lbs.

Stocked by 28 Canadian Wholesalers.

The Western Clock Mfg. Co.,
La Salle, Illinois.

Howland's Pump Oilers





For sale by all Jobbers in Canada



A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

STILL'S AXE HANDLES

Is it worth your while

to stock other than "quality" axe handles? A cheap handle is worse than useless to any man! You want the best and you have the best if you are selling

STILL'S

The prices, moreover, will interest you.

J. H. Still Manufacturing Co.
Limited
ST. THOMAS - - - - ONTARIO

"YANKEE" Hand Drill

WITH AUTOMATIC DOUBLE RATCHET

CUT GEARS

ADJUSTABLE BALL BEARINGS



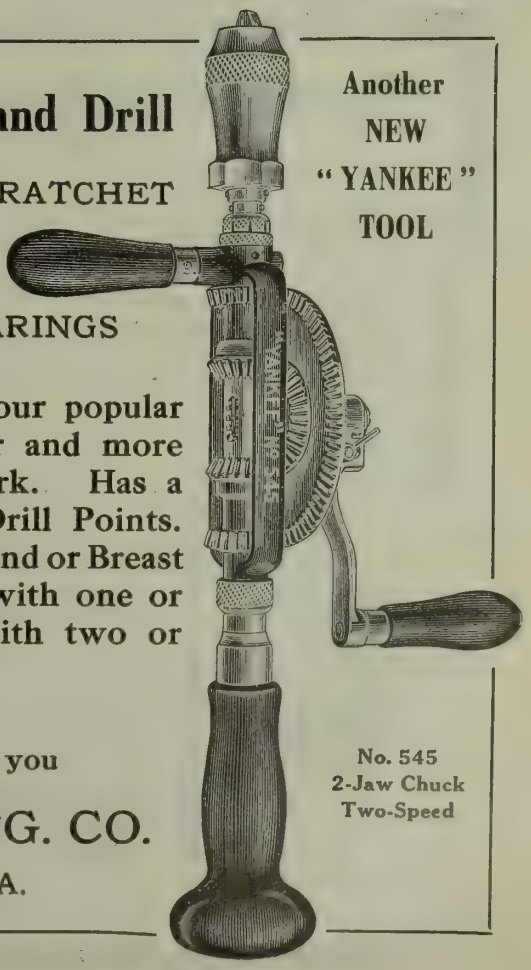
No. 1545
3-Jaw
Chuck
Two-Speed

Has all the advantages of our popular No. 555, but a little smaller and more convenient for general work. Has a magazine ball handle for Drill Points. Can be used as a Hand or Breast Drill. Furnished with one or two speed and with two or three Jaw Chuck.

Ask your Jobber to quote you

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

Another NEW "YANKEE" TOOL



No. 545
2-Jaw Chuck
Two-Speed



"A good reputation in business goes hand in hand with profit. To tamper with one means the loss of the other."

The Philosopher of Metal Town

The Superior Quality, the Perfect Construction and Expert Workmanship of

"METALLIC" BUILDING MATERIALS

have been **PROVEN** by a twenty-five year **ACTUAL** wear and **TEAR TEST**—the best assurance of satisfied, permanent customers.

Mr. Hardware Dealer—these are the goods it pays to handle. They insure reputation and profit.

"EASTLAKE" Steel Shingles
"METALLIC" House and Barn Siding
Steel Ventilators and Skylights
Corrugated Iron—painted or galvanized

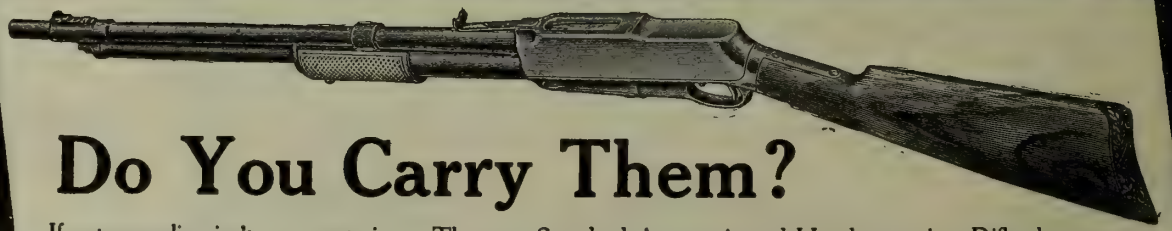
"METALLIC" Ceilings and Walls
"METALLIC" Cornices and Finials
Eavetrough and Conductor Pipe
Fireproof Doors and Windows

Send for Illustrated Price List No. 4

MANUFACTURERS

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

240



Do You Carry Them?

If not, your line isn't representative. The new Standard Automatic and Hand-operating Rifles have revolutionized the rifle-manufacturing industry. The gas-operating automatic loads instantaneously—will shoot 5 and 6 shots a second—with lightning-like velocity and has almost no recoil. The hand-operating model is the only high-power trombone-action rifle on the market.

STANDARD RIFLES
GAS-OPERATED HIGH POWER



BIG GAME SHOOTING

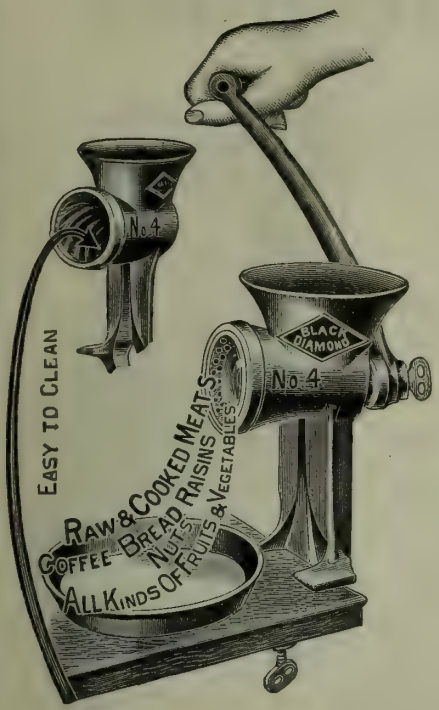
are in demand now, everywhere, by sportsmen who will own only the finest rifle. They sell on sight because of instantly recognized mechanical superiority. And with our constant advertising, making known this superiority—thousands of big and small game hunters are asking for Standard Rifles. There's big profits for you in selling them. Post yourself fully.

Let us send you a copy of our booklet, "Big Game Shooting," which compares Standard point by point with other rifles. We will also send extra copies for distribution on request.

The following Canadian jobbers carry a stock of "Standard" Rifles and can ship promptly: London—D. H. Howden & Co., Ltd.; **Montreal**—L. H. Hebert, Lewis Bros., Ltd. **Fredericton, N. B.**—R. Chestnut & Sons; **Toronto**—H. S. Howland, Sons & Co.; **Winnipeg**—Miller-Morse Hardware Co., Wood, Vallance & Co., J. H. Ashdown Hardware Co., Ltd., Marshall - Wells Co., Ltd., and other Winnipeg jobbers; **St. John, N. B.**—W. H. Thorne & Co., Ltd.

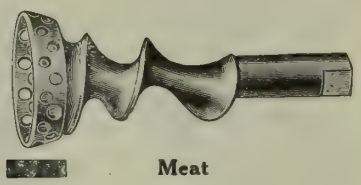
Standard Arms Co., - 119 F Street, Wilmington, Del.

BLACK DIAMOND FOOD CHOPPER





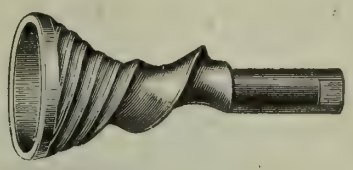
ROTORS



Meat



Vegetable



Pulverizing

WE MAKE the statement that "Black Diamond Food and Meat Choppers" are the best, and when we say BEST we believe one of these choppers will do the work twice as well as any other chopper made. We can prove this to you if you will order a sample. This chopper has so many talking points that we can't enumerate them here. If you are interested, drop us a card and we will send you our booklet entitled "HOW TO SELL AND USE BLACK DIAMOND FOOD AND MEAT CHOPPERS."



MADE IN FOUR SIZES

Three Rotors Furnished With Each Food Chopper

No. 2.—Small Family Size—for a very small family. Weight—3¾ lbs. each. Will chop 2 lbs. per minute.

No. 4—Family Size—for the ordinary sized family. Weight—4¾ lbs. each. Will chop 2½ lbs. per minute.

No. 5—Family Size—for ordinary family use. Weight—5 lbs. each. Will chop 3 lbs. per minute.

No. 6—For Restaurants, etc. Weight—8 lbs. each. Will chop 4 lbs. per minute.



Each machine packed one in a box, 6 in a case.

LEWIS BROS., LIMITED

EXCLUSIVE DISTRIBUTORS OF BLACK DIAMOND FOOD CHOPPERS

MONTREAL

OTTAWA **TORONTO** **VANCOUVER**

Lumbermen's Supplies

This year has been a Record Breaker on many lines, why not make it one for Lumbermen's Tools.

You can easily do so if you have the right brands in stock.

By carrying the F. & W. "Crown" Gunmetal Axe you have the **Best on the Market.**

It has made a name for itself.

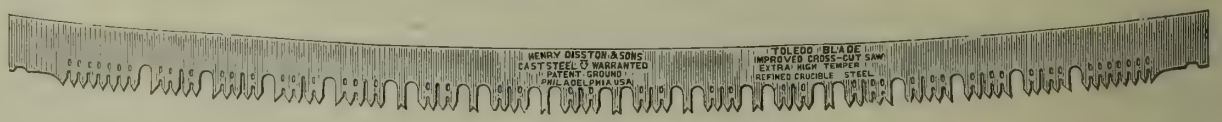
We stock all patterns and finishes both in single and double Bitted.



F. & W. "Crown" Gunmetal



Simonds Crescent Ground Cross-cut Saws



Disston's Cross-cut Saws



Shurly & Dietrich Cross-cut Saws

We stock all the Leading Makes. Write for prices.

OUR STOCK COMPLETE. **Ask our Travellers about These Lines.** WE SHIP PROMPTLY.

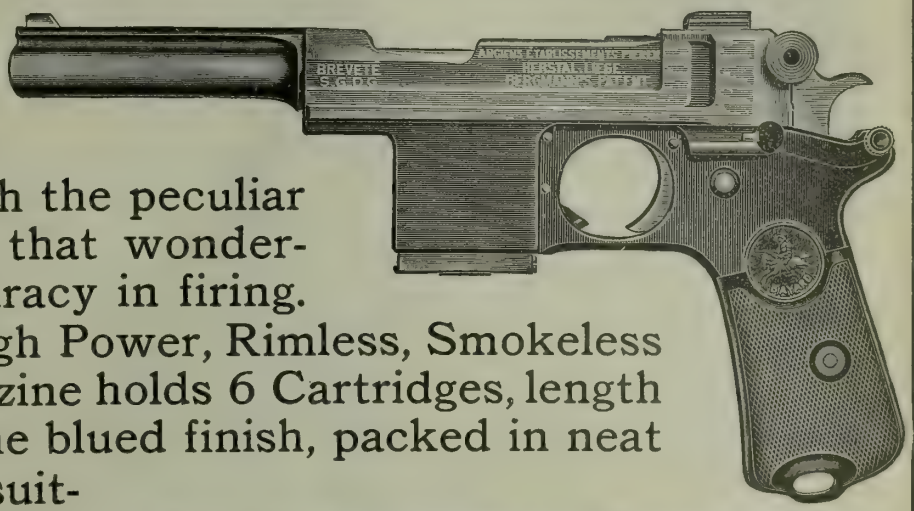
FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

Self-Loading Pistols

"The Bayard"



The new pistol with the peculiar balance all-its-own that wonderfully improves accuracy in firing. Uses .38 Calibre High Power, Rimless, Smokeless Ammunition. Magazine holds 6 Cartridges, length of Pistol 9⅞ in., fine blued finish, packed in neat leatherette case, suitable for presentation purposes.

Savage Pistols



Powerful and accurate, .32 Calibre, carries 11 shots, simple in action, can only be discharged by pulling trigger, weight 19 ozs., 6½ ins. over all, blued finish.

New "Bayard" Baby Pistol

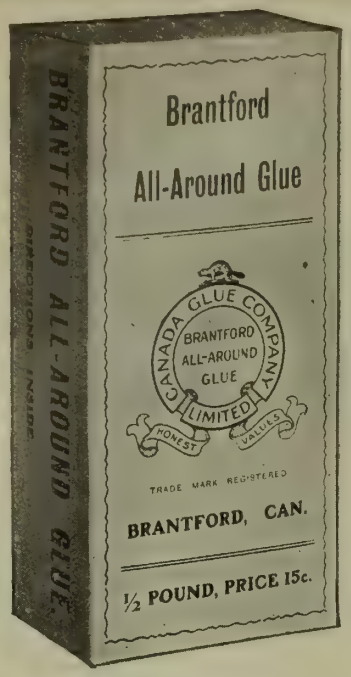
THE PIEPER



The smallest and cheapest reliable Automatic Pistol made, to take .32 Calibre Rimless, High Power Cartridges. Weight only 17 oz., capacity of magazine 5 shots, length 4¾ in. Penetration at 10 yards, four ¾-inch pine boards.

Caverhill Learmont & Co

WHOLESALE DISTRIBUTORS
MONTREAL and WINNIPEG



Suggestion Leads to Sales

The Cabinet-maker, the Bookbinder, the Painter, the Carpenter needs **Glue** in his vocation—so does the householder in his **home**!

It will pay you to help them recollect their need by displaying prominently

BRANAFORD ALL-AROUND GLUE
(Granulated)

The High-grade Glue in the convenient package
Made in Canada

This method of packing glue is a new idea—an idea that makes the buying and selling of **Glue** more satisfactory both to you and your customer. It is clean, uniform, and prevents all waste.

AS FOR QUALITY—remember that the largest **Glue** manufacturing plant under the British Flag stands back of every package.

Brantford All-Around Glue is packed in one pound, one-half pound, and one-quarter pound cartons, retailing at 25c., 15c. and 10c. respectively. Ask for discount.

IF YOUR JOBBER CANNOT SUPPLY YOU—WE WILL

Canada Glue Co.
Limited
Brantford, Canada

MONTREAL	TORONTO
224 Lemoine St.	50 Front St. E

Manufacturers of Glue and Gelatine of all kinds, and for all purposes

JUST THE THING FOR THE SUMMER HOME



Neat — Compact — All Metal — Sanitary — Ventilated

In every situation where connection with a drainage system is impossible, the

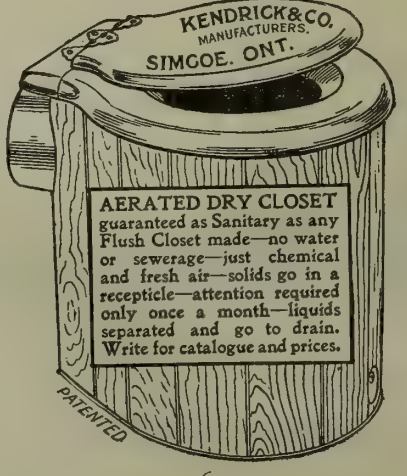
DAISY
Indoor Sanitary Earth Closet

fills a long-felt want.
Being made entirely of metal, except the seat, no odours can permeate it, and it is easily set up.
A line every hardware man should push.

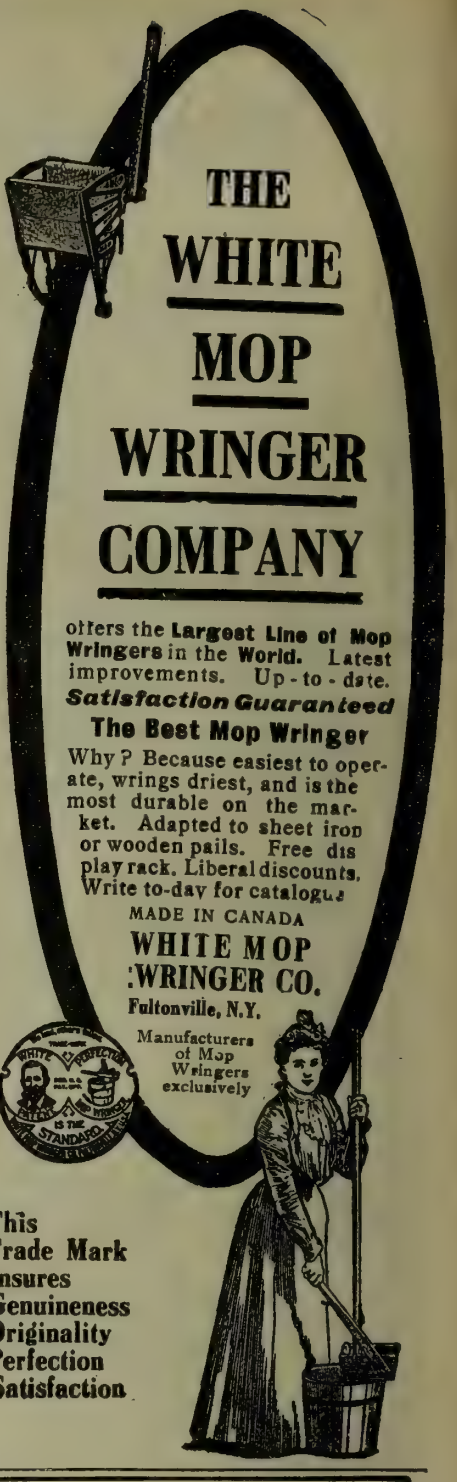
PRICE $10.00

LIBERAL DISCOUNT TO THE TRADE.

The Toronto Furnace and Crematory Co., Limited
72 King St. East, - Toronto



THE WHITE MOP WRINGER COMPANY



offers the **Largest Line of Mop Wringers** in the **World.** Latest improvements. Up-to-date.
Satisfaction Guaranteed
The Best Mop Wringer
Why? Because easiest to operate, wrings driest, and is the most durable on the market. Adapted to sheet iron or wooden pails. Free display rack. Liberal discounts. Write to-day for catalogue

MADE IN CANADA
WHITE MOP WRINGER CO.
Fultonville, N.Y.
Manufacturers of Mop Wringers exclusively

This Trade Mark Insures Genuineness Originality Perfection Satisfaction

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO.
LIMITED
GUELPH, ONT.

GRAHAM NAILS



Biggest business this year we've ever had, with entire output sold well in advance, notwithstanding increased factory facilities. Our only reason for mentioning this is to show the growing appreciation of genuinely good things and to emphasize the importance of handling only the best.

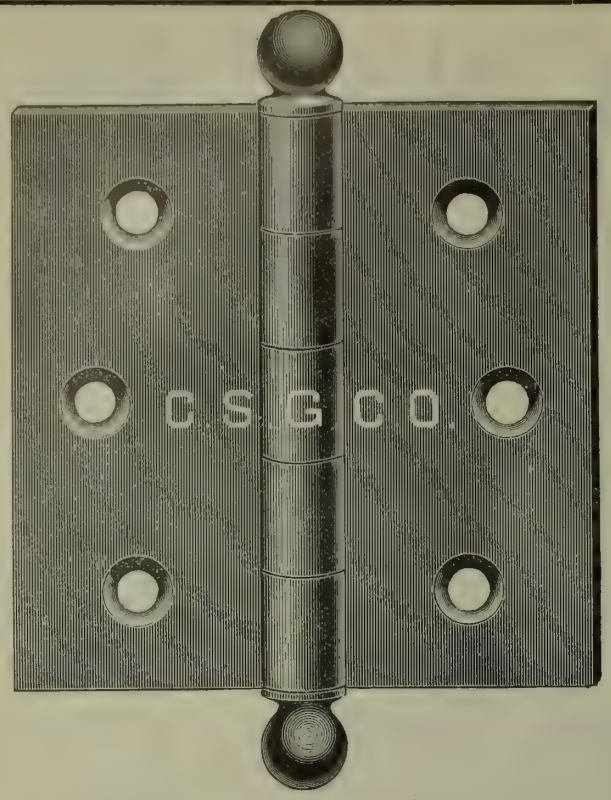
Graham Nails share with "Samson" Tools the good opinion of all who have tried them. "Once a customer, always a customer."

H. S. Howland, Sons & Co., Limited

Wholesale Hardware Merchants

WE SHIP PROMPTLY — **TORONTO** — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.



BUTT HINGES

A MERCHANT in one of the most progressive towns in Western Ontario writes us (unsolicited) that the carpenters always look to see if the Crescent Brand is on the Butts and if not they won't use any other make.

LIKELY your Butt and Hinge business is not as large as it might be and

Perhaps that is the reason

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

Seasonable Goods

Water Coolers

with or without Carbon Filters



Nicely Japanned in attractive colors and ornamented.

PLATED FAUCETS

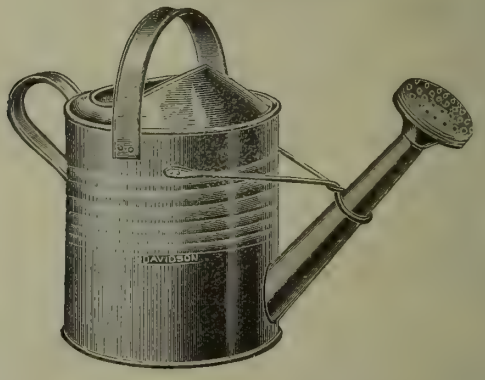
We can supply them in the following sizes:

Without Filter
Gallons: 2, 3, 4, 6, 10, 15

With Filter
Gallons: 3, 4, 6, 10

Each Cooler carefully packed in a separate case—which assures delivery in perfect condition.

Sprinklers



Japanned in Bright Green with Patent Cleanable Rose

7 Sizes. Quarts, 1, 2, 3, 6, 10, 14, 16

GALVANIZED

Very Strong and Made to Last

3 Sizes, Quarts 10, 16, 20.

Write for Prices

THE THOS. DAVIDSON MFG. CO., Limited, Montreal and Winnipeg

Disston "Hand" Hack Saws





This product of the Disston works is perfectly adapted to modern condition both in the shop and on structural operations. It can be used easily and freely in many places where it would be difficult to use a blade in a regular hack saw frame.

The Disston "Hand" Hack Saw is made of Disston Crucible Steel specially high in temper. It is hollow ground for clearance. Regularly made 12 point for cutting iron and steel, and 10 point for copper and brass.

Sizes range from 16 to 30 inches. Same as above.

HENRY DISSTON & SONS

Incorporated

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, PA., U.S.A.

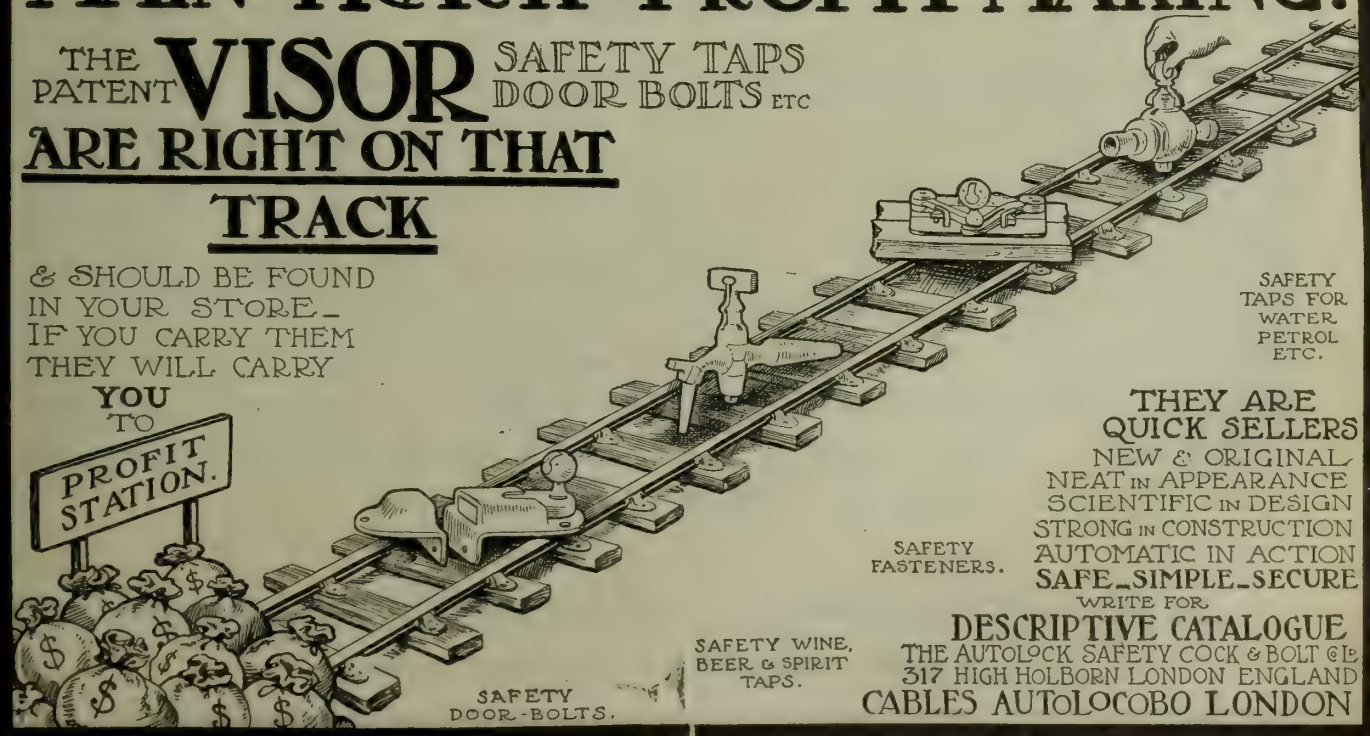
Canadian Works: Fraser Avenue, Toronto, Canada.

YOU MUST KEEP ALONG THE MAIN TRACK TO PROFIT-MAKING.

THE PATENT **VISOR** SAFETY TAPS DOOR BOLTS ETC

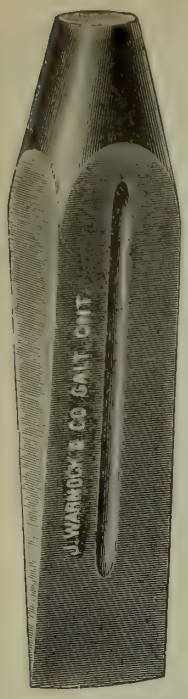
ARE RIGHT ON THAT TRACK

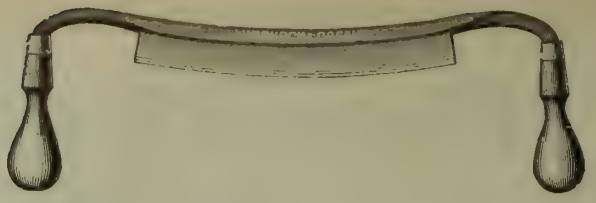
& SHOULD BE FOUND IN YOUR STORE— IF YOU CARRY THEM THEY WILL CARRY **YOU** TO

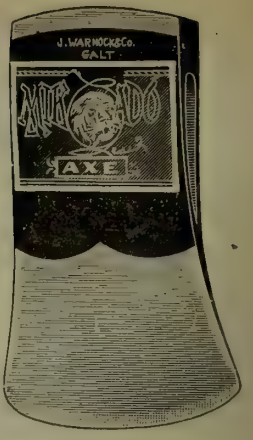


THEY ARE QUICK SELLERS
NEW & ORIGINAL
NEAT IN APPEARANCE
SCIENTIFIC IN DESIGN
STRONG IN CONSTRUCTION
AUTOMATIC IN ACTION
SAFE—SIMPLE—SECURE

WRITE FOR
DESCRIPTIVE CATALOGUE
THE AUTOLOCK SAFETY COCK & BOLT CO LD
317 HIGH HOLBORN LONDON ENGLAND
CABLES AUTOLOCOBO LONDON







Edge Tools and Hammers Made of Sheffield Steel

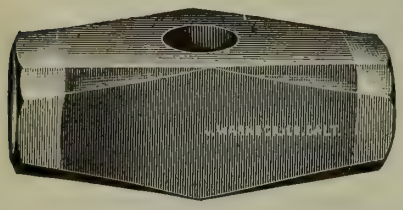
By Expert Canadian Workmen

Our Goods give perfect satisfaction.
It pays to stock them.
Sold by all Jobbers.

Allan Hills Edge Tool Co.,

Limited

Galt - Ontario







THE NEW ATKINS CATALOG

NOW READY



You should have this new book on Saws. It contains the very latest information, lists and description, covering Saws, for all purposes.

Send for It To-day

Drop a postal to the address below and we will send the book free of charge. Whether you buy Atkins Sterling. Saws or not, you should have the book on your desk Write for it now before you forget it.

E. C. ATKINS & CO., Hamilton, Ontario

United States Factory, Indianapolis, Ind.



Men Like These Are Customers Worth Winning

The keen, active young man, clean-cut, ambitious, fond of out-door sports, is a source of steady revenue to the hardware dealer who gets his trade.

Fishing tackle, guns and ammunition—baseball, hockey and similar supplies—tools of all sorts—paint, rope and fittings, or perhaps gasoline, for his boat—and bye-and-bye the builder's hardware, glass, paint, stoves, kitchen ware, garden tools and scores of other things he'll need around his own home.

Catch him young!



There's no better bait than this

"GILLETTE DEPOT" SIGN

He's going to buy a GILLETTE somewhere, of course, and he'll go back to that "somewhere" regularly for new blades. Once he buys a GILLETTE from **you**, and finds out how good it is, **you** will have the best chance in the world to hold his whole trade.

If by any chance you haven't got this new "GILLETTE Depot" Sign yet, don't waste another day before writing for it.

Gillette Safety Razor Company of Canada, Limited

Office and Factory—63 St. Alexander St., Montreal

Bell Brand Horseshoes

TRADE MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited -	BELLEVILLE
Toronto Bolt and Forging Company, Limited - -	SWANSEA, SUNNYSIDE
Gananoque Bolt Company, Limited - - -	GANANOQUE
Brantford Screw Company, Limited - - -	BRANTFORD

Head Office - - - - - TORONTO, ONTARIO

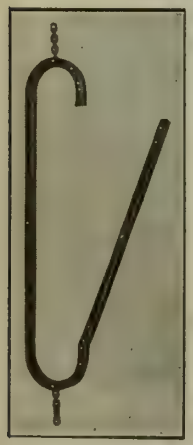
Simonds "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. **Montreal, P.Q., Vancouver, B.C., St. John, N.B.**



Patent Pending
OPEN

Beath's Stanchion Cow Tie

A MARVEL OF SIMPLICITY, STRENGTH and RELIABILITY

Excels in Every Point—Good Appearance—Absolutely Noiseless—No Springs—Sanitary
Made of High Carbon U Bar Steel—Extra Heavy
Hinge and Lock Simple, Easy working and Strong—No trappy mechanism to get out of order

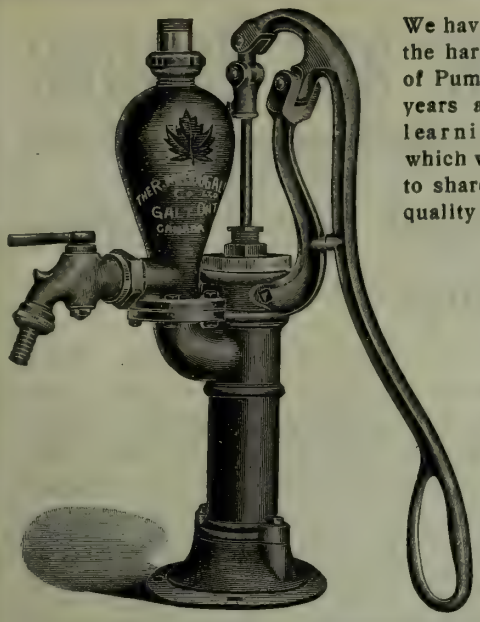
Every farmer building new barns or remodelling their stables should adopt Beath's Stanchion Cow Tie. Used and endorsed by leading stock men everywhere.

There's Money in this Line for the Dealer!

Write for prices and discounts. **W. D. BEATH & SON, Limited** TORONTO Canada



Patent Pending
CLOSED



We have been making the hard-to-beat kind of Pumps for many years and are daily learning something which we are anxious to share with you in quality of our goods.

McDougall Pumps are Standard, have been and will be Standard if honest attention to detail has the usual reward.

Always remember that "Aremacdee" is a guarantee of all that is latest and best, and catalogue explains.

The R. McDOUGALL CO.

Galt, Canada LIMITED

MADE IN CANADA

CAN YOU AFFORD IT?

To do your work with second grade paper when you can have at hand the best that money can buy.

SUPERFINE LINEN RECORD

SAMPLES ON REQUEST.

THE ROLLAND PAPER COMPANY, LIMITED

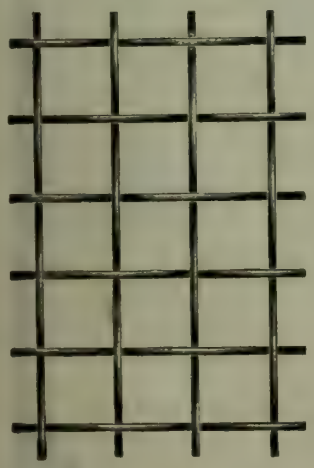
HIGH-GRADE PAPER MAKERS

GENERAL OFFICES:
53 St. Sulpice Street
MONTREAL, P.Q.

MILLS AT
ST. Jerome, P.Q.

Careful Buying

of the various grades of WIRE CLOTH you handle will have a big say in its successful disposal. And when we say that **our** Wire Cloth will meet every requirement of your trade, we speak with confidence. Why? Because great care is taken during the drawing to produce a smoothly finished wire of uniform size, and to preserve the full original strength of the material. We are prepared to make special meshes for special requirements. We make



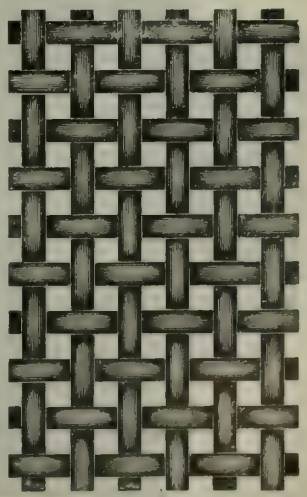
STEEL, BRASS, COPPER and BRONZE

WIRE CLOTH

for every known purpose, and guarantee its quality. Our catalogue fully describes the many grades we manufacture.

The B. Greening Wire Co.,
Limited

HAMILTON, Ont. MONTREAL, Que.





STYLE E.—SQUARE WITH HIGH CLOSET

Jewel Stoves and Ranges

The Royal Jewel Steel Range

The Range of Quality

¶ The Royal has every modern improvement. Made either with Encased Copper Tank or with Left-Hand Contact Tank. The range is beautifully nickel-plated and works perfectly. Made in four sizes: Nos. 9-16, 9-18, 9-20 and 9-22. The variety of sizes enables a dealer to satisfy every customer. Dealers will find the Royal Jewel a profitable Range to handle, because it gives every satisfaction and never comes back.

We have just issued a new stove catalogue, No. 70, for the use of our customers. We believe this catalogue to be the handsomest and most complete stove catalogue every issued in Canada. Our customers will receive a copy at once.

Tighten your grasp on the Stove Business. Handle the Jewel Line.

THE BURROW, STEWART & MILNE COMPANY, LIMITED

Hamilton, Toronto, Montreal, Winnipeg, Vancouver



Distinctly Superior Construction

assures successful business to the man who is handling

"Maple Leaf Diamond"

PLANISHED STEEL RANGES

(FOR ANY FUEL)

The body of this splendid range is made of the best planished steel of heavy gauge, interlined with asbestos and steel, making a three-ply wall --undoubtedly the most lasting construction known. Large square oven, 18 inches by 18 inches, is an excellent size and meets the requirements of modern homes. The fire travels completely around all sides of the oven; the top is lined with asbestos and covered with steel, making it the best balanced baking oven made in any range in Canada. This range is also made without reservoir and can be fitted with waterfront if required.

ELEVEN OTHER FEATURES

that make it the best range on the market.

Write for complete catalogue and discounts.

Butterworth Foundry

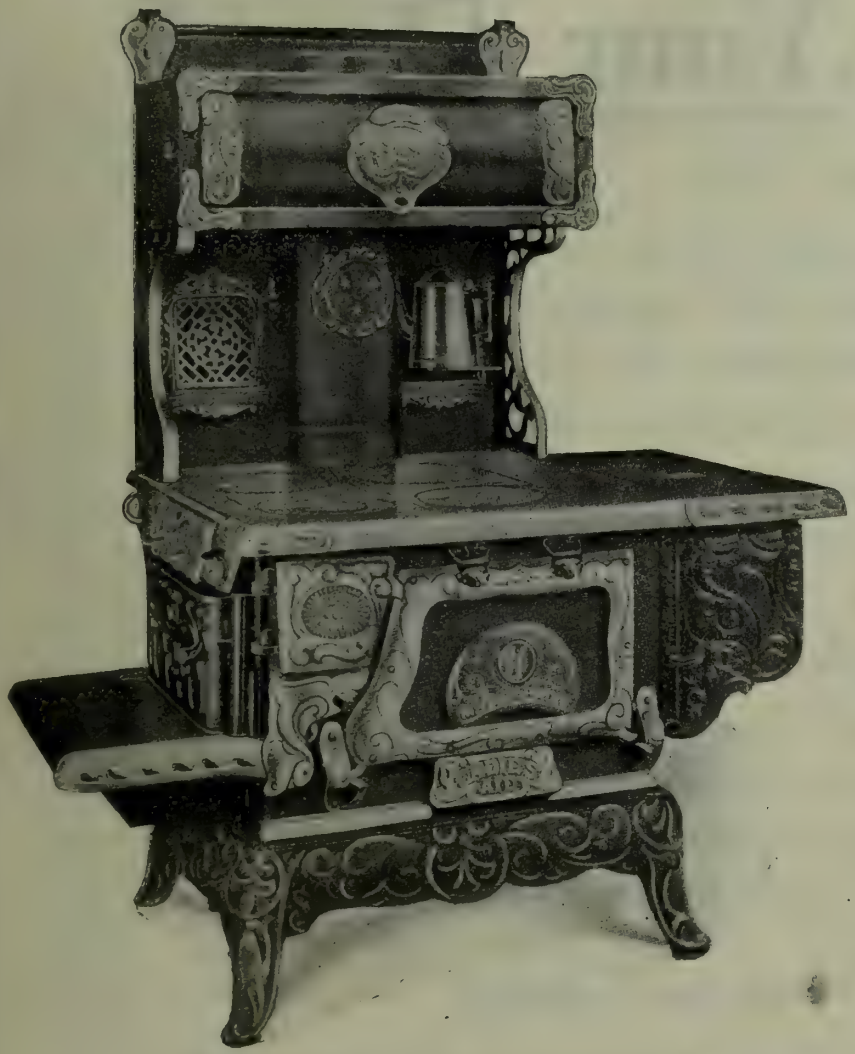
Limited

OTTAWA, CANADA

Have You the

"Ladies' Aid" Cast Iron Range

On Your Floor?



STYLE WITH RESERVOIR AND HIGH CLOSET

THE "LADIES' AID" is a scientifically constructed cast iron range, an embodiment of exclusive features, built to meet the demand for a moderate priced range.

Don't you think this would clinch some business for you?

Our booklet gives a complete description.

McClary's

London Toronto Vancouver St. John, N.B.
Montreal Winnipeg Hamilton Calgary Saskatoon

GURNEY-OXFORD

What About the Name Over Your Door?

Is the name on your advertising and on your stoves known to your customers? The Gurney-Oxford name IS known. They are familiar with the line before they enter the store and they start in with questions about the Economizer, the reversible grates and other Gurney-Oxford features they have seen advertised. When a customer asks you for a Gurney-Oxford stove will you have one?

Write for Catalog

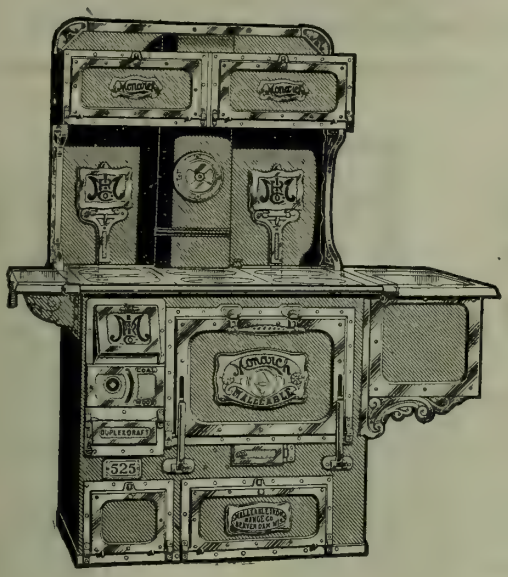
The Gurney Foundry Company, Limited

Toronto

Hamilton, Montreal, Winnipeg, Calgary Vancouver

Monarch MALLEABLE

The "Stay Satisfactory" Range



The Ranges we sold ten years ago are our greatest assets to-day.

When you sell MONARCH Ranges you are building future business. The ranges we sold years and years ago are standing advertisements for us to-day—they are still giving an excellent service.

It's the *Malleable Iron* frames and *riveted* joints that we have to thank. Instead of getting leaky flues and consuming more fuel as the range grows in age, the riveted joints *stay tight.*

We build MONARCH Ranges of Malleable Iron because it is *stronger, tougher* and has more resistance to the action of heat than common cast iron.

That's why the MONARCH gives an economical service—that's why it *stays satisfactory.* The moral of this is that the stay satisfactory element in the MONARCH would become as great an asset to your range business as it is to ours.

We'll show you how to start a good range trade in your territory. This is a part of "OUR PLAN"—the same selling help that's directly responsible for the splendid success of MONARCH Ranges here in the States.

"OUR PLAN" is an assistance that actually *makes sales.* It is even so good that it is imitated, but as usual you'll find the original far ahead of its followers.

We are making prompt shipments from warehouse stock at Winnipeg. Write us for prices f.o.b. that point. Get a copy of our plan of assistance—we'll send our catalog also if you ask for it.

MALLEABLE IRON RANGE CO.

Beaver Dam, Wisconsin

Here's a Moderately-Priced Range that is a Certain Winner

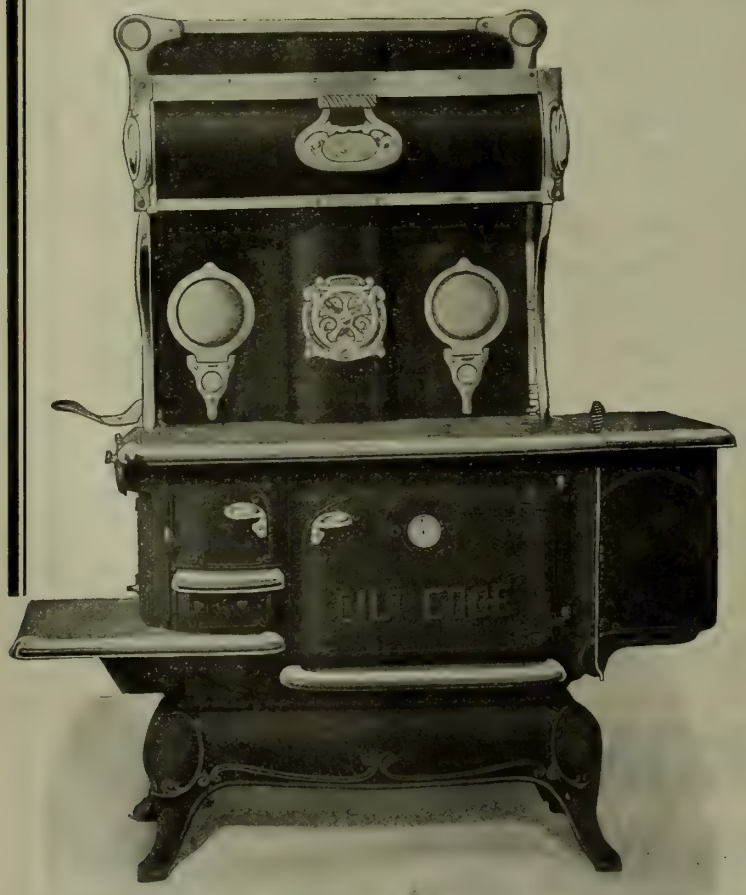
The general tendency towards simplicity is admirably exemplified in the

Gilt Edge Range

with Reservoir and High Closet

In this range there is an entire absence of deep carving, and the combination of plain nickeled surfaces and polished steel produces an exceedingly handsome range which can be kept clean with the least amount of trouble.

The fire box is fitted with the quickly-removable Peninsular Duplex Grates, and is exceptionally large and well-proportioned.



Send for Catalogue describing a full range of Stoves, Furnaces and Ranges.

Clare Bros. & Co.
Limited

PRESTON ONT. **WINNIPEG MAN.**

AGENTS:

CLARE & BROCKEST, Limited
Winnipeg and Calgary

J. M. KAINS & CO.
Vancouver

RACE & HUNT
Edmonton

MECHANICS' SUPPLY CO.
Quebec

The Most Extensively Advertised Oil Consuming Devices on the Market

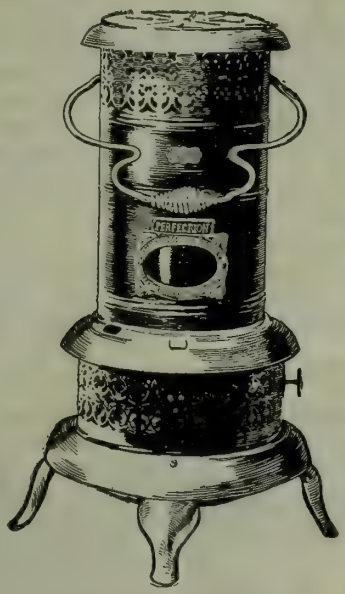
They are the best that inventive ingenuity and manufacturing skill can produce. No time or expense has been spared in embodying in them every possible improvement.

THEY ATTRACT TRADE **THEY SELL THEMSELVES**



The Rayo Lamp is a well-constructed, handsome, center-draft lamp of unusual light-producing power. Made of brass and beautifully nickeled. An ornament anywhere.

Rayo



The Perfection Smokeless Oil Heater is acknowledged to be the only oil heater that really is perfection. It is an easy seller. Does all that is claimed for it and always satisfies the purchaser.

Perfection Smokeless Oil Heater



TheNew Perfection Wick Blue Flame Oil Cook Stove is the best device for cooking that is made. Smokeless, odorless, convenient, attractive.

You do not have to hammer at your customers in order to induce them to buy. Our long and extensive advertising campaign has caused the New Perfection Wick Blue Flame Oil Cook Stove, the Perfection Oil Heater and the Rayo Lamp to be recognized as standard fixtures of the well-appointed home.

New Perfection
WICK BLUE FLAME
Oil Cook-stove

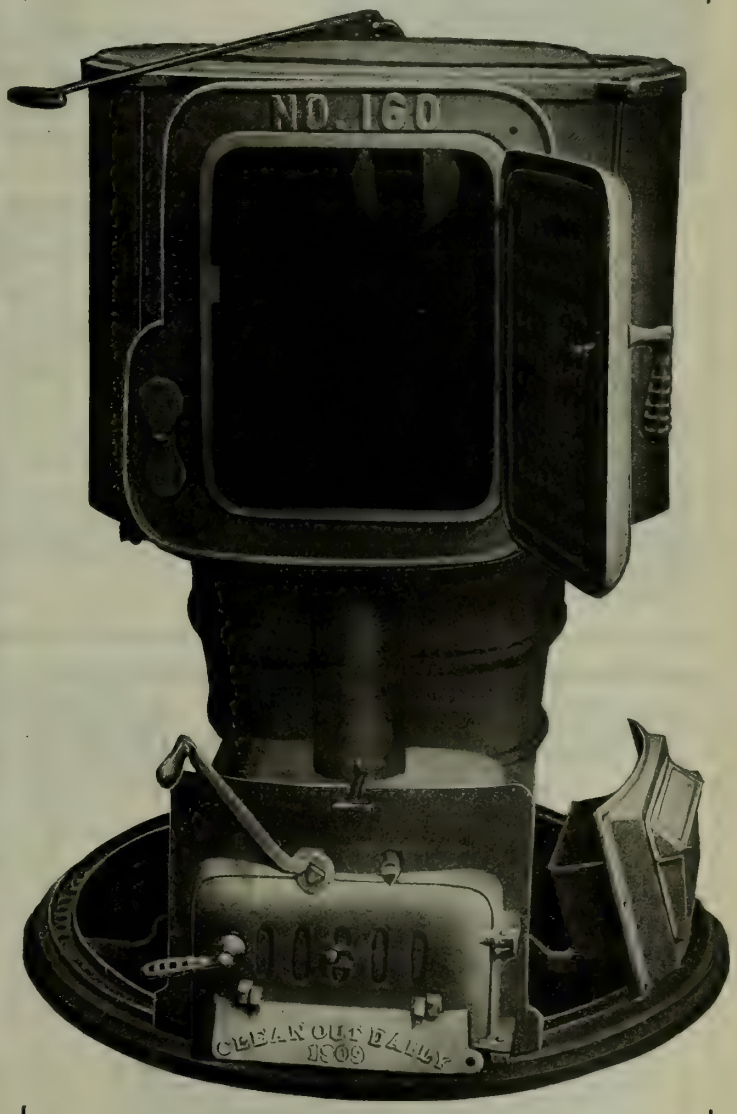
If your jobber does not handle these goods, write for descriptive circulars and prices to

The
Queen City Oil Company, Ltd.
TORONTO

The Empire King No. 160

Has all the latest improvements found on our more expensive Furnace, at a lower price

Has Large Feed Door, Sectional Fire Pot, Large Radiator, Triangular Grate Bars (each pair operated separately), Suitable for 4, 5 and 6 Roomed Houses.



Without Casing

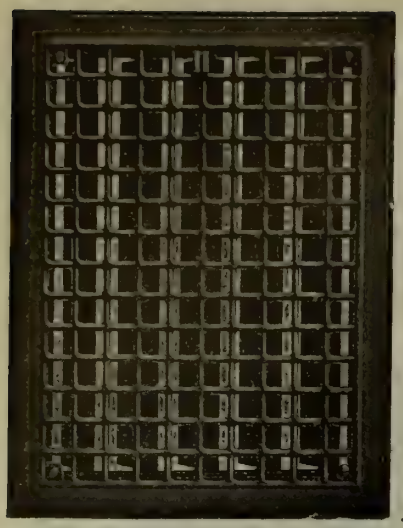
Direct Draft Damper, Dust Damper, Large Water Pan. Every one guaranteed. Prices moderate.

Write us direct or any of our Agencies

The Christie Bros. Co., Ltd., 802 College St., Toronto
The Christie Bros. Co., Ltd., Cor. Park and Henry Sts., Winnipeg
M. C. Drew & Son, Vancouver, B.C.

Write for prices to-day

MADE BY
The Canadian Heating and Ventilating Co., Limited
OWEN SOUND, : ONTARIO



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Largest Air Space. Low Prices.

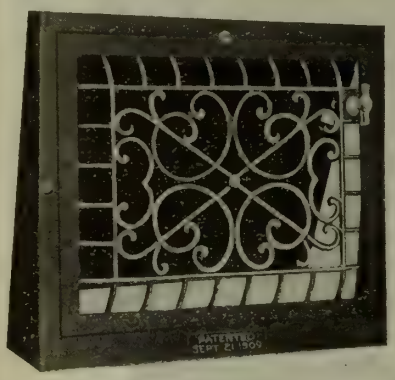
Get our Catalogue.

The HART & COOLEY CO.

Factories:
NEW BRITAIN, CONN.

Selling Agents:
GURNEY FOUNDRY CO.
Montreal, Toronto, Winnipeg, Vancouver and Calgary





"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



VIEW OF BIRMINGHAM WORKS

Manufacturers of every description of

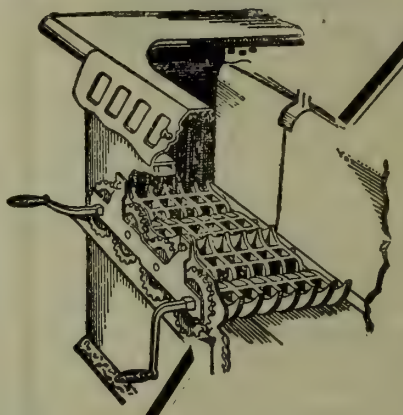
BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed



The Saving IS in the Grate

The one thing that makes for Furnace Economy is effective combustion, and in the

Champion Range

better combustion is assured, because the "Champion" Grate is more open and more easily shaken.

The crosswise, non-warping bar of the "Champion" Grate constitutes a selling feature that is well-nigh irresistible.

Get full particulars. *Write for Catalog.*

D. J. BARKER & CO. - Picton, Ont.



The Moorish Sidewall Register

The Bull's Eye of Perfection

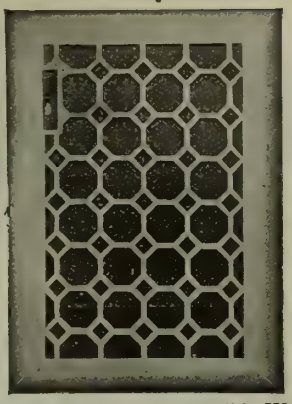
REGISTERS, FACES, BORDERS

"Made in Canada" Our new plant is in full working order making all known sizes, shapes and finishes.

Prices Rock Bottom

The Canadian Ferrosteel Company

Bridgeburg - - - Ontario



The New Convex Reversible Wafer

Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at

Montreal, Que. Hull, Que.
Marlbank, Ont. Belleville, Ont.
Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

Head Office:

Montreal

Sales Offices:

Montreal - - Toronto
Winnipeg - - Calgary



The sincerest form of flattery

is imitation, and the attempts to copy our original simple construction in Hammerless Guns by competitors is proof positive of its merit.

Every Tobin Gun is made of the very finest materials only, and comes to the retailer backed by our unconditional guarantee. They shoot hard, wear well, are reliable and are profitable for the dealer. Made in Canada.

Send for Catalogue and Details.

Tobin Arms Mfg. Co., Ltd.

Woodstock, Ontario

Tobin Simplex Guns

METALS

Iron and Steel

M. & L. Samuel, Benjamin & Co.

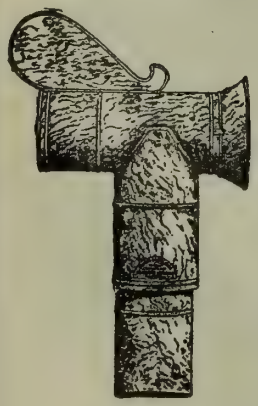
Corner King Street and Spadina Avenue

Toronto

Business Getters for Tinsmiths

Are there any defective chimneys in your locality?
Then it is your chance to get business.

THE ZEPHYR VENTILATOR



saves the expense of building a high chimney. It is so constructed as to guarantee a perfect draft and, therefore, easy combustion. By using the Zephyr, it is possible to burn soft coal with best results. The smoke is easily drawn off, enabling an even heat to be generated.

The ZEPHYR is strongly put up and will resist any storm.

CANADIAN SMELTING WORKS
Smelters

Trail, B.C., Dec. 8th, 1905.

J.W. Harris Mfg. Co., Ltd.,
Montreal.

Dear Sirs:—
We are in receipt of yours of November 27th, in regard to your "J. W. Harris Rotary Ventilator," and in this connection will say that same is giving entire satisfaction.

Yours truly,
CANADIAN SMELTING WORKS,
per P. Cunningham

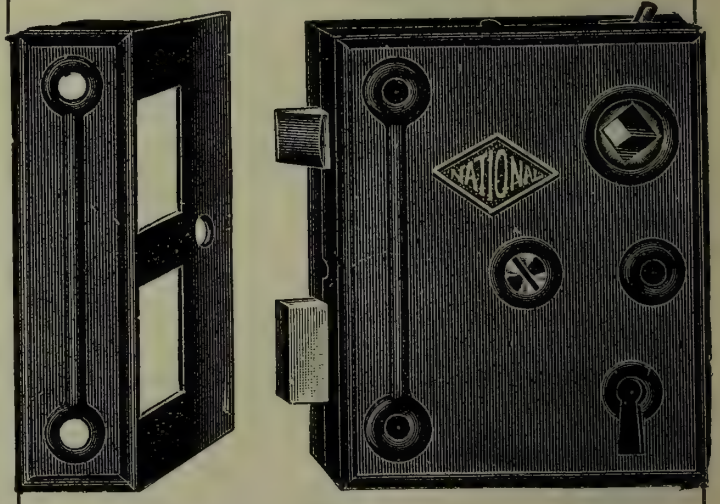
WE MANUFACTURE AND GUARANTEE

The Harris Filter **The Zephyr Ventilator**
The Aeolian Ventilator **Expansion Conduotor Pipe**

The J. W. Harris Mfg. Co., Ltd.
CONTRACTORS
Montreal

The most powerful lever

you can handle to move the builders' hardware trade to your store is the



National Steel Rim Lock

The Only Steel Rim Lock made in Canada

ASK YOUR JOBBER FOR THIS BRAND.

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA

You make **NO** mistake in ordering

GILBERTSON'S

COMET
Galvanized Sheets

but be sure your dealer does not give you something else. **Every Sheet Branded.**

Sole Canadian Sales Agent:

ALEXANDER GIBB,

13 St. John St. MONTREAL

SIMONDS



There is no saw made that has a more complete guarantee of quality than the SIMONDS. Every Dealer and Jobber should have our Catalogue and discounts.

Simonds Mfg. Co.

FITCHBURG, - MASS.

Branches throughout the United States and Canada.



NEW IDEA IN SHOVELS

THE SPLIT HANDLE

Advantages over old style:

1. GREATER STRENGTH
2. LESS WEIGHT
3. MORE ROOM FOR THE HAND

The handle is split at the top to form a D, and is made wider than the ordinary D handle, giving more room for the hand..

The hand piece is rabbited into the side pieces and held together by a rivet passing through them. The rivet at the bottom of the D prevents the handle from splitting downwards.

When ordering, specify Split D handles, as we furnish them on all shovels, spades, etc., without extra cost.

The D. F. Jones Mfg. Co., Limited, - Gananoque, Ontario



Ornamental Iron Vases, Wire and Iron Chairs and Settees

FOR LAWNS AND CEMETERIES

We make a variety of styles and sizes.

Send for our new booklet of Lawn and Cemetery Furniture, Wire and Iron Fencing, Garden Borders, Wire Trellises, Etc.

Dennis Wire & Iron Works Co., Ltd.

LONDON, ONTARIO

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK

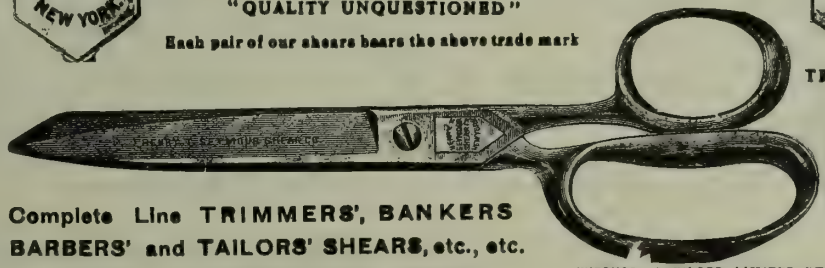
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK

TRADE MARK

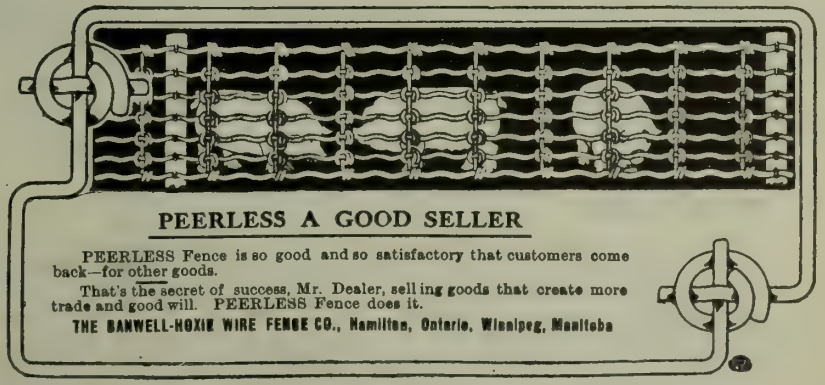


Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents



PEERLESS A GOOD SELLER

PEERLESS Fence is so good and so satisfactory that customers come back—for other goods.

That's the secret of success, Mr. Dealer, selling goods that create more trade and good will. PEERLESS Fence does it.

THE BANWELL-HOXIE WIRE FENCE CO., Hamilton, Ontario, Winnipeg, Manitoba

---



The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BUILDERS' SUPPLIES.

Bell Phone 3033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties,
Board of Trade Building
39 St. Paul St., - QUEBEC

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

FILTERS.

Anti-Splash Tap Fitters

The "Galvo" Filter and Water Steriliser
"Perfection" Fire Extinguishers
There's good money in them for hardware dealers.
Write for Prices.

The Anti-Splash Filter Co.
OWEN SOUND - - ONTARIO

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

GLASS CUTTERS.



Barrett's Standard Glass Cutters

in 22 different styles.
Order from your jobber or write direct.
W. L. Barrett, Mfr., Bristol, Conn.

HORSE COVERS.

Birkmyre's Waterproof Horse Covers
SOLE MANUFACTURERS
The Gourock Ropework Export Co,, Limited
(of Scotland)
Montreal 28-30 St. Peter St.
Winnipeg; 132-134 Portage Ave, East

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

MANUFACTURERS' AGENTS.

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

THOS. SONNE, SR.
Manufacturer of
Awnings, Tents, Sails, and Flags of all Nations, Waggon Covers, Horse Covers, Inside Spring Roller Shades, Coal Bags, all kinds of Tents on Hire, Tarpaulins and Oil-Skin Clothing, Hoist Ropes fitted up at shortest notice.
193 Commissioners Street
Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

J. M. KAINS & CO.
MANUFACTURERS' AGENT
88 Pender Street W., VANCOUVER, B.C.
Open to represent a first-class Hardware Specialty. Highest References.

MANUFACTURERS' AGENTS.

T. W. HEMPHILL & CO.
Manufacturers' Agents
Building Supplies and Building Hardware
831 Powell St. VANCOUVER, B.C.
Correspondence Solicited. Highest References

We have competent Salesmen.
Best Facilities for Distributing and Storing
M. B. ANTHONY & CO.
MANUFACTURERS' AGENTS
503 Mercantile Bldg. VANCOUVER, B.C.
Correspondence solicited.

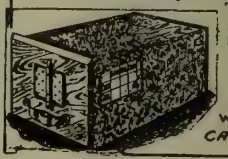
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

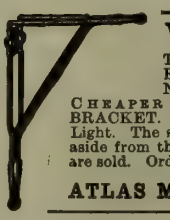
SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

ATLAS MFG. CO., NEW HAVEN

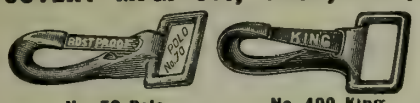
FEED COOKERS



MAKE MORE MONEY
Put in a stock of
FEED COOKERS
We make all sizes
Write
JAMES & REID
PERTH, ONT.
for catalogue and prices

SNAPS.

COVERT MFG. CO., TROY, N. Y.



No. 70 Polo — The Steel Spring Snap that has a "snap."

No. 400 King — The Snap without a peer.

SOLDER

METALS

We are Manufacturers. Large Stock. Prices Right.
We will be pleased to quote you.
Our New Phone No. Main 7930
THE CANADA METAL CO., LIMITED
TORONTO, ONT.

SPRAYERS

HARDWARE SPECIALTIES

WE LEAD, ALL OTHERS FOLLOW. Manufacturers of Sprayers of all kinds, Asbestos Stove Pipe Thimbles, Heating Drums, Heating Stoves, Ash Sifters, Sifter Shovels, Nestable Stove Pipe, Gas Ovens, Steam Cookers, Gas Hot Plates, Toasters, Mats, Horse Singers, Safety Candle Lanterns, Kitchen and Wire Goods of all kinds. Quality is remembered a long time after price is forgotten.

THE COLLINS MFG. CO. - TORONTO

STRAPPING HOOP IRON.

J. N. WARMINTON

207 St. James St., Montreal

Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.

TOOLS.



VENTILATORS.



Ventilators and Chimney Cowls

My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.

Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

Buy your
WIRE GOODS
from
CANADIAN SALES & MFG. CO.
Office: 250 Lemoine Street
MONTREAL

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

THOMPSON & GUNN

Manufacturers of the famous "ALASKA" and "BONANZA" Steel Ranges, can now supply the Alberta and British Columbia trade from their Vancouver stock.

These ranges are made in six different styles and have every modern improvement. They give satisfaction to the customer and are profitable to the dealer.

Write for catalogue to our office at
937 Westminster Avenue
VANCOUVER, B.C.

The A. & J. Egg Beater, Cream Whip and Mayonnaise Mixer



Practically automatic. Operated with short up-and-down stroke with one hand only. Hardwood handle, finished with baked enamel fibre finish. Steel wire wings. Wings make six revolutions to each downward stroke of handle. A. & J. No. 1. Made exceptionally fine, packed one dozen each in handsome display cartons; two to five gross packed in each case. Write for prices.



Collette Mfg. Co.
COLLINGWOOD,
Ontario.



:5

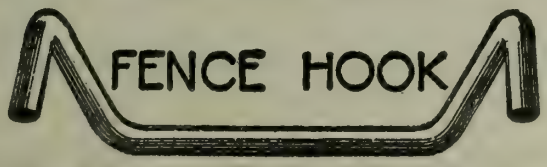
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

The Toronto Plate Glass Importing Co., Limited
(HILL & RUTHERFORD, Managing Directors)
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS
Works: Don Speedway, also Victoria St., - - - TORONTO



Make Good Profits Carrying Our STEEL SIDINGS

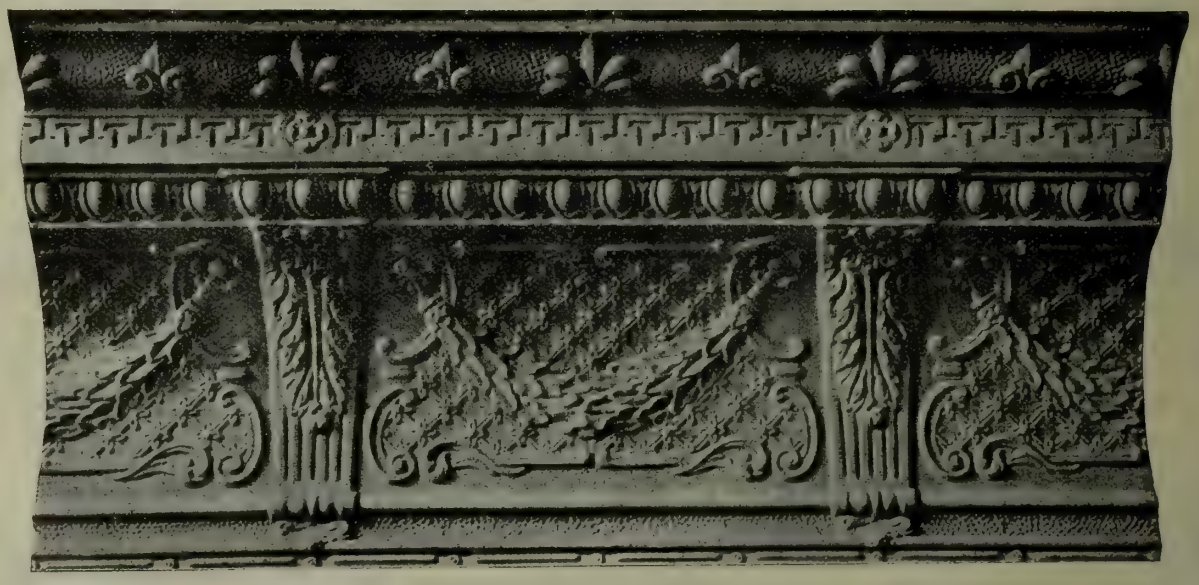
There is a good margin of profit for you in handling PRESTON Steel Siding. That is a good reason why you should not only carry it, but give it a push.

It is an easy line to sell, because it has so many strong selling points. For one thing it is damp-proof. This will be appreciated by those who desire a dry house. It is fire-proof and practically lightning-proof, which appeals to those who want safety and a low insurance rate.

Large range of handsome stone and brick patterns suitable for many different styles of buildings.

Write for all the selling points, and our interesting proposition. We've a lot to tell you that it will benefit you to hear.

Metal Shingle and Siding Co., Limited, Preston, Ont.
Branch Office and Factory, Montreal, P. Q.



"Galt" Metal Ceiling

"Lead and Steel Die Process."

Notice the sharp, clear-cut embossing of this new Colonial-Empire Cornice of ours. It's an example of how carefully and faithfully the detail in our ceilings is brought out.

By our "Lead and Steel Die Process," a lead upper-die in which the pattern is kept sharp and fresh by frequent renewing, is used with a hardened-steel lower-die in which the design is moulded and beads are cut.

"Galt" Metal Ceiling contains no cracks or other defect caused by worn or warped dies. A clean, sharp impression in a good steel plate. Costs no more than old-fashioned stuff. Why not try it on your next job? Catalog "A-3" sent upon request.

The Galt Art Metal Co., Ltd., Galt, Ont.

Dominion Wire Manufacturing Co., Limited

MONTREAL TORONTO

MANUFACTURERS OF

Iron and Steel Wire
Barbed Wire
Galvanized Wire
Coiled Spring Fencing
Dominion Field Fence
Brass Wire
Copper Wire
Wire Nails
Wood Screws
Staples
Jack Chains
Bright Wire Goods
Wire Barrel Hoops
Strand Wire

HAY BALING WIRE

in Coils or Single Loop Bale Ties.

WIRE NAILS

in Kegs—Boxes—Pound Papers.

WOOD SCREWS

Iron or Brass—Flat, Round or Oval Head.

Anticipate the Fall Rush and send along your order for a Straight or Mixed Carload.

GREENER GUNS

There's an individuality about the **Greener Gun** that cannot fail to appeal to the discriminating Sportsman. **Greener Guns** are not built by the mile and cut off by the yard, each one is made separately and, if necessary, exactly to the Sportman's order, under the direct supervision of a member of the firm, each of whom is a practical Sportsman and has shot game in every clime.

There are three generations of Gunmaking Experience at the back of **Greener Guns** and their world-wide reputation is based upon 80 years' success in every branch of Gun Production. This means that when you buy a **Greener Gun** you get the best that science, skill and experience—an unrivalled combination, can produce. Highest Honors at 27 International Exhibitions corroborate these statements.



The "**British Empire**" Gun, an "all-British" Hammerless Gun, Greener Choking, Greener Treble Wedge Fast Action—a sure Killer and a sure Seller. Price, duty paid, **$63.00.** Let US advertise the fact that **YOU** stock **Greener Guns** and it will bring the Sportsmen to your store.

Write Now for Catalog 24 and Wholesale Terms to

W. W. GREENER

GUN AND RIFLE MAKER

63 and 65 Beaver Hall Hill, MONTREAL, P.Q.

GAS and ELECTRIC FIXTURES

"OUR LINES"

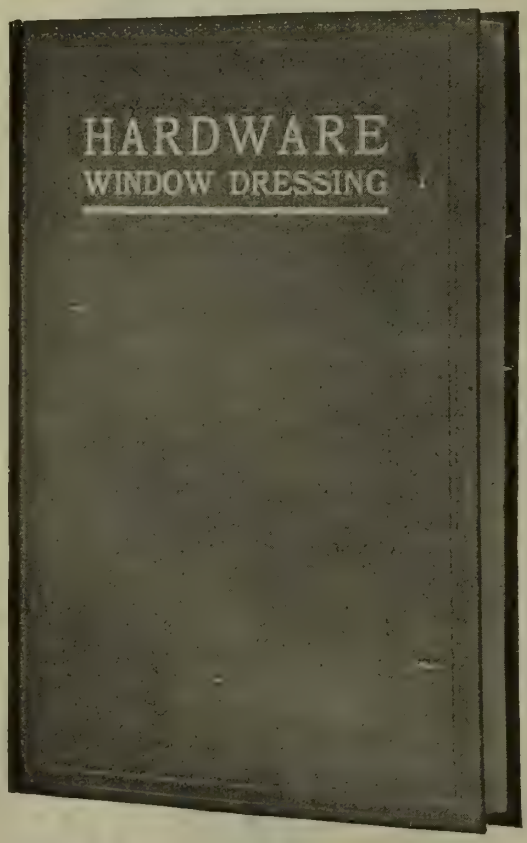
All of Dependable Quality in Material and Utility.

PLUMBERS' and ENGINEERS' SUPPLIES

Are you interested in any of them?

THE
JAMES MORRISON BRASS MFG. CO.
LIMITED
93-97 Adelaide Street West, TORONTO

LOCOMOTIVE and MARINE BRASS WORK



You May Become a Practical Window Dresser for $2.50

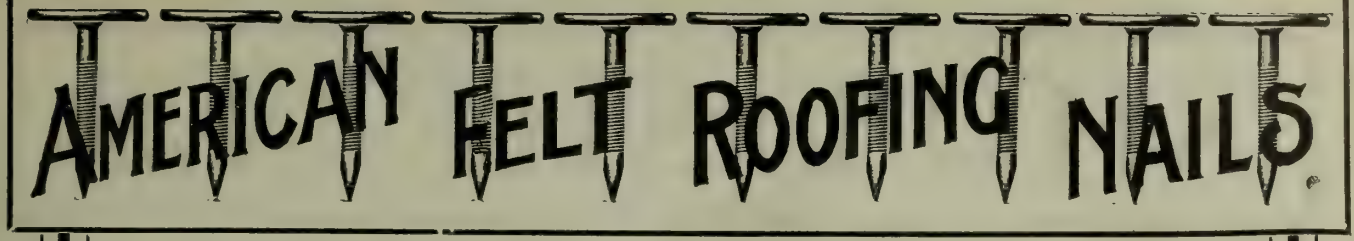
This is the first book ever written devoted exclusively to Hardware Display, and has been off the press only a few weeks. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

26 Pages **8x11 Inches** **300 Illustrations**

Price $2.50. (Payable in Advance)

Send for Descriptive Circular.

Technical Books, 143-149 University Ave., Toronto



WHY?

B THEY have been adopted by roofers and contractors as an article of unique merit that effects a two-thirds saving in labor.

E THEY are pressed from one solid piece of drawn wire, with heads carefully rounded and planished, so as to afford a solid compact without injuring the frailest roof covering.

C THEY make a much superior watertight finished roof, and will outwear any other roof fastener.

A THEY are indestructible and particularly adapted to our climate, where sleet, snow and frost have demonstrated the unsuitability of other makes.

U THEY have received the approval of the most conservative purchasers and are stocked by leading wholesale and retail hardware dealers.

S THEY are in a class by themselves, so why not protect your customers' interests by starting now? It's never too late.

E THEY sell themselves, after being properly introduced, with their unique features—and:

Who Does Not Want a Silent Salesman?

UNITED STATES STEEL PRODUCTS EXPORT CO., MONTREAL



KEEP YOUR STOCK OF

SHOT SHELLS

MOVING

Recommend these Shells to your customers, as they will give satisfaction at game or traps:

Dominion Imperial (Loaded with Empire Powder)
Won the High Amateur Average at the Belleville Tournament with 291 out of 300 and 121 straight without a miss.

Dominion Sovereign (Loaded with Empire Powder)
Won the High Amateur Average at the Canadian Indian Tournament.

Dominion Regal (Loaded with Ballistite Powder)
Won Second High Professional Average at the Canadian Indian Tournament.

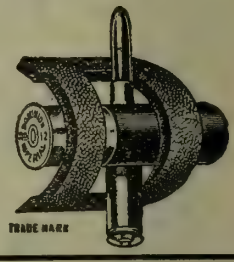


DOMINION SHOT SHELLS SHOOT HARD AND KILL

Dominion Cartridge Co.

Limited

Ammunition Manufacturers : MONTREAL, Can.



KEMP'S ROYAL NICKEL PLATED TEA KETTLES

EACH KETTLE PACKED SEPARATELY IN A CARDBOARD BOX

Made of Finest Sheet Copper, Heavily Nickeled. Bodies and Bottoms Stamped in One Piece.



Spouts Double Seamed to Body.

With Handle Stops on Ears.

CASE LOTS OF 1 DOZ. KETTLES

Pit Bottoms.....No. 7, 8 and 9
Flat Bottoms.....No. 70, 80 and 90

PRICES ON APPLICATION

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS, TORONTO, CANADA

THE KEMP MFG. & METAL CO., Limited
111 Lombard St., WINNIPEG

THE KEMP MFG. CO., Limited
39 St. Antoine Street, MONTREAL, Que.

Some Selling Suggestions for Hardware Salesmen

Observation and application Two Essentials of Success — Pointers for Clerks Who Deesire to Improve Their Usefulness in Order to Increase Their Remuneration.

The young clerk, when he enters the hardware store, and gets his first foot on the rung of the ladder, must remember that he has not yet done with his schooling. The imposed tasks of the teacher, the home lessons, and the examinations, are gone. But against them he has, presuming he wishes to succeed in life, the self imposed task of thoroughly learning his business, and this means lessons morning, noon, and may be night.

The lad who, at the end of his school house days, chucks up his hat and says "Hurrah, I have finished with school, and now I mean to learn as little as I can, but to play as much as I can," goes no further than the first rung of the ladder. His business life, and its ambitions, extend to the watching of the clock, and the counting of the days between each handing out of the pay roll. He becomes an order taker and not a salesman. He will never become his own master.

The young clerk goes from the school of his boyhood into a wider and more important one, and the forces which carried him through the various classes in the first case must still be exercised in the second. A similar moulding of character is in process. The young clerk is the fashioner of the business man.

Observation and Application.

The maxims of the copy book are applicable throughout life, none of them with more certainty than the two referring to the powers of observation and application. No better precept need a clerk learn than the value of the cultivation and the using of these forces. It was his power of observation and its utilisation that made Sherlock Holmes a great detective. It is the exercising of a similar power that helps to make the successful clerk. It gives him a knowledge of his goods.

Observation shows the young clerk that two articles used for the same purpose are differently constituted; that dozens of things are similar and yet dissimilar. This creates a desire to know the why and the wherefore. His power of application spurs him on to thorough research. He probes back as far as he can, and thus he acquires a knowledge that enables him to talk intelligently to a customer.

For example he may be set to re-arrange a show case of razors. He observes a ticket marked "Hollow ground," "Hollow ground!" "What does that mean," he soliloquises. "Why is hollow ground better than any other kind of edge?" He finds out the meaning of the description, and going further he learns something about the tempering of steel and how steel is produced. He becomes fully equipped for the next customer who wants a razor, and is in some doubt as to the best one to buy. The lad who allows his power of observation to lie dormant in watching the clock, learns nothing from the notice except that the boss sells such razors. He becomes the salesman who, when asked why one knife was better than another said—"Well, the price shows it is so." How convincing. What a salesman.

Acquiring Knowledge.

Exercising this power of observation is not drudgery. It becomes eventually a pleasure. It is an interesting way of learning. A celebrated Englishman, in reading a book used to jot down in the margin references to certain points which appeared worth following up by means of other works. The daily routine of the store can be made a book to the young clerk, and he can jot down in his mind many a point worth following up later on. He can gather knowledge from everybody he comes in contact with—the boss, the older clerks and the customer. Then he has the newspapers, the trade papers, and standard works.

Think how much information can be acquired in that way. Take the variety of woods met with in the hardware store, the oak, the ash, the ebony, the mahogany, the maple, and so on. From this source, and from that, he finds out where they grow; why they are used in each particular case. Think what this means in securing the interest of a customer. And so on to iron, steel, nickel, brass and copper, etc. The mining, the smelting, the fashioning, and the using. He can tell why a certain tool is better for this kind of work, and another for that; and in what way one specialty differs from another. What a valuable salesman he becomes. And all the time this mass of information has been quietly and without much trouble acquired. The process has not been a task; it has been a pleasure.

From absorbing this information it is a natural step to feel a desire to impart it to others, and so the young clerk becomes unconsciously, instructive in his salesmanship. He interests his customers. He makes a sale easier, and he helps to build up the good will of the establishment. In the same way this power of observation gives him a good idea of accountancy, and of the best system of keeping stock, and of ledger work. He becomes a practical all round man.

Politeness and Tact.

Side by side with the acquiring of a knowledge of his goods the young clerk should cultivate those essential qualifications of good service, which impose no study, but simply the exercising of that common sense with which every one is gifted—politeness and tact. Here again mental observation has its influence. In seeking knowledge he felt the charm of politeness, and its reverse, in impoliteness, to the full. If his question was treated in an off handed manner by one who would not take the trouble to tell what he knew the lad felt rebuffed and disheartened, and probably—being only human—took a dislike to the individual in question. But if his inquiry was met with courtesy, and trouble taken to inform him, he felt correspondingly pleased. And remembering how he appreciated politeness, he will in turn, show it to others, customers and colleagues alike. Tact is but a general term for knowing the right thing to say, the right moment to say it, and the right moment to stop. All this will come in time to the young clerk. The basis of tact is politeness. The one will follow the other.

Another great lesson for the young clerk to learn is to treat his employer's customers as he would treat his own. It should be the ambition of every lad to become his own master one of these days, and he cannot expect his assistants to treat him loyally, if he has not been loyal himself. Besides the respect of the customer is essential to good salesmanship. Even if he only looks to his own selfish ends, he should remember that this respect may stand him in good stead one of these days.

Careless Work.

Another pitfall to avoid is careless work. Let a lad become careless and he will never get out of the habit. A careless clerk becomes a careless business man. He ruins his chances in life from the first. A careless mistake in adding up the price of a purchase, a careless mistake in entering, a careless quoting of a price, may not only lose the store a customer, but give his employer a bad impression of his ability, and impressions of this kind are hard to efface.

The young clerk should remember the pride he took in having no bad mark against him at school for careless work. Is there any reason why he should not have the same pride in the bigger school in which he now is? We are all at school until we die, and bad marks hurt us just the same as in the early days when our ambitions were limited to being head of the class. Punctuality, diligence, and honesty. These are part and parcel of the young clerk's creed. There is no need to dilate on them. His own common sense must tell him of their value.

Keep the Mind Busy.

There is one point more. The mind should never be allowed to remain idle. At no time of the day is it possible for the learner to say "I will give my mind a rest, there is nothing more to learn. I will drone." No moment goes by that something cannot be done to improve the mind, to extend its creative and productive powers. Shut up the absorption cells, and the whole machinery receives a check, and the longer the check, the greater the loss of energy. A little tale recently published, illustrates this admirably. "Noting over a chemist's table a magnet whuch hung loaded with a collection of various tools and weights I asked 'What is the magnet doing?' 'I am loading it up,' the chemist answered; 'it has been lying on the table, doing nothing and losing its power, so now I am giving it something to do, and a little more every morning, and it is gaining. It is growing stronger every day,' and he added a small file to the clump attached to the magnet. 'That's the way,' he continued, 'God makes magnets and men. If they loaf around and do nothing, they can't do anything—they lose their force—but give them some work and they will soon be good for more than you ever dreamed they could

do. Magnetic power and muscles are developed by something to do—yes, and so are the brains and souls of men.' "

In reading this article the young clerk may say, "All these precepts appall me, I am not seeking to be a genius." No, he is seeking to be a good hardware clerk, and if these rules are carefully read, he will find that none of them necessitate superhuman intelligence, or superhuman energy. They are simple. They follow each other in easy sequence. To learn them, and to use them, only needs enthusiasm. Given enthusiasm, a young clerk can master his business, and yet have time to play.

Changed Conditions.

A young man starting out on the road for any business, must impress upon his mind the following rules, if he wishes to make a success. In the first place "the road" is not what it used to be 20 years ago. Then, the man with the best line of talk and the largest expense account, got the most business.

The man on the road now-a-days, has no time to hang around the hotel drinking or playing poker. The "road," means work, and nothing but work. It means country hotels where the steak is tough and the beds cold and damp; it means getting up at unearthly hours to get trains, and sometimes, driving for miles over terrible roads, with the weather many degrees below zero. Its not at all the place for the loafer who merely wants to get away from his boss, so he can shirk his duties, but any young man with the average amount of brains, and a large amount of determination, can make a success selling goods.

Before starting out, learn your goods from A to Z. Nothing is more pitiful than a man trying to sell something he knows nothing about. Study your line from the raw material to the finished article, and nobody will be able to trip you up. Its a good thing also to learn all you can about competitive lines, not for the purpose of knocking them, but to find out the superior points of your own goods, and point them out to any merchant who tries to compare them. Don't be lazy and wait over for the second train. Get the first, so you may be on hand before the lazy man who thinks more about his own comfort than the good of his firm. Be honest. Don't try to trick or bluff a merchant into giving you an order, or don't overload him with any line for the sake of a few extra dollars. Try and get a reputation among your customers, as a man who has their welfare at heart as much as his own, and your success will be assured. Stick to your prices. A man has no use for a weakling, but respects a salesman who is firm enough not to sacrifice his firm's legitimate profit to swell his own list of orders.

This may seem like a sermon to many young men, but the chap who can't follow the advice given here may as well give up now, for he'll never make a success.

TRAITS OF A GOOD SALESMAN.

The leading traits of a good salesman are honesty, accuracy, patience, ambition and self-confidence, writes J. M. Spindler. I do not mean by honesty that the salesman should be strictly honest in the handling of money, although this is, of course, very essential, but especially to a certain class of clerks who are in the habit of taking little things for their own use, giving over-weight and over-measure to their personal friends and numerous little peculations that in the aggregate amount to a bad measurable sum.

The employer who constantly lays temptation in the way of his clerks is partially to blame for employes going amiss. Little stealings lead to larger ones. Have a system of checking up everything. Have a cash register, and the best is none too good, and check it up yourself. It is foolish to allow clerks to wait upon themselves. Honest clerks will not consider this any reflection on their integrity, but on the other hand will appreciate the checking over of their work.

Every merchant should keep stock. His stock book is kept right up to date by simply subtracting the sales of the day from the inventory—providing you have been keeping an inventory day by day in this same fashion. By occasionally checking up of goods from the stock book you will at once detect leaks if their are any in your store system.

If you have a dishonest person in your store do not hesitate to discharge him at once, no matter how good a salesman he may be or how expert in other matters. Thievery in stores will out and sooner or later the dishonest clerk will suffer for it.

Be Accurate in all Things.

Over-weight is bad for any establishment, but under-weight is worse. The former loses profit and the latter takes away reputation. And with either gone there isn't much money in keeping store. See that the customer gets whatever is ordered and paid for, being careful to charge all goods given out on credit and to give credit for all money paid in. A careless clerk reflects on a merchant and his establishment. Be accurate yourself, give close attention to details and in this way impress upon the younger people under you the desire for careful method and thorough success.

Confidence in one's self, in the employer and in the store are all very necessary traits leading to success. Self-confidence is the assurance of one's own mind that he is possessed of the necessary qualification and has the necessary determination to succeed. Lacking this very desirable trait, failure is more than probable.

Patience is a cardinal virtue, absolutely essential to good salesmanship. A nervous person, intolerant or impatient, will never be a success behind the counter. Much better drive a span of mules.

Customers are hard to suit, the mind-shopper is always busy day after day, "just looking," and the best trade from a certain standpoint, i. e., the rich customers, are always the hardest to please. A clerk should stay with a customer and show goods even though there is little chance of making a sale. Make a customer feel as though you were there simply to serve to the best of your ability and they will frequently buy where otherwise they might have gone out dissatisfied.

Economy is a necessity in a store. Accidents in the handling of costly goods eat up profit fast. A dollar saved in the store is better than a $2 sale.

Don't Talk Too Much.

Don't talk too much while engaged in selling goods. Always explain the good points, but it is better to say nothing than to weary your customer. Be friendly with your customer, but not overly familiar. A good salesman will show goods of a better quality than the desired article, but only after having produced the goods wanted.

Children are to be catered to and every successful salesman understands this fact. When you wait on grown people, when it is their turn, they let their parents know it and it doesn't do you any good. Parents like to know that their children are receiving the very best of attention and the wise clerk will make friends with the little ones and reap a reward by so doing.

It is best to give your energies to your work during business hours and to harmless enjoyment when off duty. No business was ever built up through carelessness or mediocre service. Try to do your work better than some one else and some day your opportunity will come—a better position than you have anticipated, perchance an opening for partnership.

To the employer I would say always treat your help well. If you have anything to say, say it in a civil way. Respect your employe's feelings sufficiently to reprove, if reproof is necessary, in private. Let your help understand that they must do their work well and that only this kind of service will be appreciated. Given respectful treatment, your help will, as a rule, do their duty well.

COPPER AND BRASS COMPANIES UNITE.

The Booth Copper Co., of Toronto, and Wm. Coulter & Sons, brass manufacturers, Toronto, are to amalgamate, and an application will shortly be made to the Ontario Government to grant a charter to the Booth-Coulter Copper and Brass Mfg. Co., the name of the amalgamated concern. The capital will be $1,000,000. No change will be made in the personnel of either companies for a while, at least. Coulter & Sons' brass works on George Street will be closed and the machinery transferred to the larger premises of the Booth Copper Co., on Sumach street.

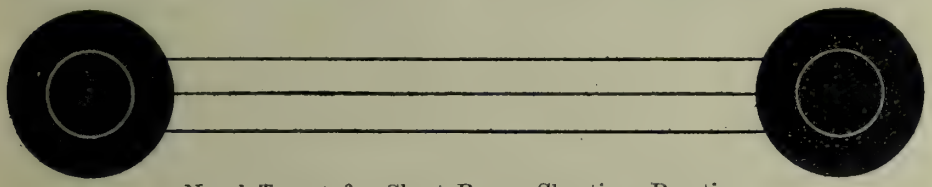
Golf balls coated with luminous paint have been tried by members of the Old Trafford Club, Manchester, England. On a moonless and cloudy night the experiment was made. The balls shone brighly in the darkness and were easily found. They can, it is said, be used in dry or wet weather, and each ball is said to be good for several hour's play.

The Coming Sporting Goods Season

Merchants Should Now Consider Their Fall and Winter Requirements, and Clear Out Odds and Ends of Summer Stock—A Bargain Sale Desirable—Specialization Necessary for the Full Success of a Sporting Goods Department—A New Target for Short Range Firing—Lines That the Merchant Should Bear in Mind When Ordering—Cultivate the boys.

Merchants should begin to consider their fall and winter sporting goods requirements. Already the jobbers report an increasing movement in guns, ammunition, knives and hunting clothes. Nothing very material is gained by putting off the ordering. If a merchant does not know now what his probable wants will be, he will not be much better informed when the demand breaks in upon him. A careful overhauling of the stock therefore, should be made this side of the month, and an effort made to clear off all the broken lines of summer sporting goods that now encumber the shelves and show cases.

The best way to clear off the odds and ends of stock is to have a special sale, with genuine cut prices. Special advertising should mark this event, and there should be no hurry to close the sale. The windows should be given over to the lines, and the prices marked upon good sized cards. There need be no attempt to show an elaborate window, because if the sale is successful it will not be long before the articles used in the window will be wanted. The idea is to announce that special bargains are to be obtained, and this is accomplished with a general display of the lines, and the cut price cards. Of course, we do not mean that the lines should be thrown into the window anyhow, but there need be no attempt at elaborate display which may be pulled to pieces on the first day. The two great points in a bargain sale is to have bargain prices and to let the public know that such a sale is on. It must not be forgotten that the sale will bring a lot of people into the store who might not otherwise visit it, and therefore the merchant has a chance of selling other lines besides the cut ones. In fact he might look upon the sale as a leader for a dull time of the year, and as a means of securing general trade for the store. No matter which way he looks at it the venture is one that shows great promise.



Novel Target for Short Range Shooting Practice.

Specialize In Sporting Goods.

Writing upon the necessity of specializing in the sporting goods department one authority rightly points out, as we have so many times in this column, that the first requisite to successful dealing in sporting goods is specialization. It is impossible to build up a business by ordering a stock, scattering the goods throughout the store, and then depending upon the general knowledge of the merchant and of the clerks to promote the sale. A department must be organized devoted exclusively to the display and to the sale. The windows should be used to display the goods in order that the attention of the passerby may be attracted.

Every form of advertising matter should be made use of, to bring out the fact that these goods are handled. These efforts will only be necessary at the outset for buyers are quick to associate a store with the line of goods in which they are particularly interested. When it once becomes known that a certain store is the headquarters for sporting goods of all kinds the first and hardest step toward controlling the trade will have been taken. Put a clerk—the one best fitted for the work—in charge of the department; his enthusiastic efforts for its success should be enlisted and he should be encouraged to learn all that there is within reach about the business. Take a young man who is interested in sport and who can keep in touch with the sporting men in the locality, for it is from such people that most of the trade will come. There is nothing about a complete stock of sporting goods which presents any difficulties to a clerk who is able to adapt himself quickly, and most young men of this day grow up with a pretty thorough knowledge of what fishing rods, baseballs, guns, etc., are, and it does not take long to make this general knowledge specific. The more enthusiasm for sport which the man has, who is in charge of the department, the greater will be the profit.

A Novel Target.

The development of short range rifle shooting has been very great in Canada, and it is a department of the sporting goods trade that a hardware man should do his best to encourage. Clubs are springing up everywhere and if a merchant takes an active part in promoting them, not only does he increase the reputation of his store, but he incidently secures more trade for his store. In connection with this short range shooting, W. W. Greener, the English gunmaker, has designed a new target which is not only novel, but presents certain difficulties of aiming while it does away with the old trouble of counting the shots scored on the ordinary small bull. With the accuracy of present day rifles the bull is simply perforated with shots so that in a competition it is difficult to determine the actual merit of the groups of shot. This Greener target is simply a couple of bulls connected by three lines. The idea is not to place the shots on the bulls, but on the middle line, one after the other. In this way there is no difficulty for the judges to determine the relative value of the different shooting. The target may be placed either in an horizontal or a vertical position and firing can commence from any bull. Keeping the gun on the bull, the placing of the shots along the line offers a great test of windage or elevation. The Greener company run a competition in connection with this target open to any rifle organization.

There is no doubt that a target of this description is much better than the ordinary bull, especially as the great object is to get the shot-holes—ten shots are allowed—in a perfect string on the central line.

Lines to Order.

There are so many lines that are needed for the fall and winter season that it is as well that they should be enumerated. Of course the ones that stand out prominently, such as guns, ammunition and knives, etc., occur at once to any merchant when he is thinking of ordering, but there are other articles that are apt to be forgotten until a customer suddenly comes in and the merchant remembers that he did not order that very identical thing. Among the lines therefore that the merchant should go over carefully may be included cartridge bags and belts, duck and goose calls, cheek pads, cleaning rods, pocket compasses, decoys, gun caps, gun grease, oil, hunting clothes, leggings, loading tools, primers, sights, traps, and hunting watches. Then, of course, comes the winter sports of snow shoes, hockey, skating, tobogganning, and so on.

Encouraging the Boy Trade.

It is an excellent idea to encourage the boy trade in a sporting goods store as he is bound to take an interest in many of the lines, and as he grows older his interest can be expected to increase and spread its influence to other lines to the very evident profit of the dealer and the store. At the outset the boys may not be purchasers of goods for any extensive amounts, but at the same time they are very apt to bring their parents in with them who may be counted on to be as interested as the youths.

When the boys come to the store it's well worth while to give them personal attention, and to treat them so well they will be made to feel at home, and desire to visit the store frequently.

HARDWARE AND METAL

Established 1868

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Addresses :

Canada: Macpubco, Toronto. England: Atabek, London, Eng.

OFFICES :

MONTREAL - - 701-702 Eastern Townships Bank Bldg Telephone Main 125

TORONTO - - - - 143-149 University Avenue Telephone Main 7324

WINNIPEG - - - - 511 Union Bank Building Telephone 3726

VANCOUVER, B.C. - - - - H. Hodgson, 11 Hartney Chambers

LONDON, ENG - - 88 Fleet Street, E.C. E. J. Dodd Telephone, Central 12960

NEW YORK - R. B. Huestis, 1109-1111 Lawyers' Title, Insurance & Trust Building Telephone, 1111 Cortlandt

FRANCE - - - - - John F. Jones & Co., 31bis Faubourg Montmartre, Paris

SWITZERLAND - Louis Wolf; Orell Fussli & Co., Zurich

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

THE OUTLOOK FOR TURPENTINE.

The high price of turpentine is causing some talk among the hardware trade, and because of the advanced quotations buyers are purchasing in smaller quantities.

Compared with a year ago the amount of supplies reaching the market is 84,000 barrels so far this season against 110,000 barrels. Stock remaining in the south is 14,000 barrels against 27,000 barrels this time last year.

The early part of 1910 was a bad season for turpentine, inasmuch as rain greatly reduced the crop. January February and March weather statistics for the south show an abnormal amount of rainfall.

The short crop naturally tended to strengthen prices, because of the smaller quantity of turpentine offering to meet demands. Next season's crop will not come on until April, and unless there is an undiscovered "corner" in turpentine, the price is likely to remain high through the fall and winter. The price in August a year ago was around 70 cents; to-day it is 25 cents higher.

SIDE LINES.

"The mistake that Canadian hardwaremen make" said a visitor from the States, "is that they do not carry enough side lines. The stores are all right; well fitted up; and display a progressive spirit in the organization, but your merchants do not seem to have realized that the more feelers you have out for trade, the better the chance of getting it. Some of your dealers would be surprised at the lines we carry, and find it profitable to do so."

There is no doubt that Canadian merchants generally do not extend themselves sufficiently in the direction of side lines. There seems to be a reluctance to stock anything that old-time custom has not tabulated as being part and parcel of the hardware industry. But the development of competition, the encroaching of one trade on another, and the necessity to keep the customers of a store always increasing in numbers, make it more and more evident that the hardwareman must forsake this standpoint, and sell anything that will fit in with his organization and carry a profit. It is only within recent times that the average dealer has really catered for the women trade, and yet this will be the trade of the future. The same with the holidays gifts. Many a man has stocked a few novelties at Christmas in fear and trembling at his temerity only to find to his surprise that the goods have gone like hot cakes, and that not only has he made extra profit but he has secured new friends.

There are two great points in adding extra lines to a store. The first is that you are increasing your sources of profit, and the second, that you are making more customers and advertising the store. Presuming a hardwareman stocks a line of clocks or watches, not only for holiday trade, but all the way along. He draws people into the store who might otherwise never visit it. Each of these customers are likely purchasers of other articles of hardware. Once they break the ice in going into a store, the chances are that they will become regular visitors.

Then there is the advertising caused by these side lines. "That is a fine watch you have there, where did you get it." Such a comment is good advertising for the store in question. The more the dealer can get himself talked about in his community the better it is, and it stands to reason that the more side lines he has and the larger the number of customers, the greater the comments. The question of side lines is becoming a very important one, and it will not be long before articles will be generally carried that at one time would have been thought impossible in a hardware store. The merchant must look out for fresh fields to conquer, and luckily he has not far to look.

PEAT FOR FUEL.

The Dominion Government have been experimenting in the manufacture of peat for fuel and the results of the experiments were reviewed in an address delivered at Ottawa on July 25 by Dr. Eugene Haanel, who has been in charge of the work.

In all twelve bogs have been investigated in various parts of Canada and one experimental plant erected at Alfred, Ont. It is estimated that the 37,000 square miles of peat bog land now known are but a fraction of the available assets which can be exploited if peat fuel comes into practical use.

Russia is the largest producer of peat-fuel in the world. In 1902, the production was 4,000,000 tons of peat-fuel, and the annual increase of production has since then amounted to nearly 200,000 tons. Many private plants exist in Russia in connection with cotton mills for their production for their own use of 200,000 tons of peat fuel annually. 1,300 plants making machine peat are now in operation in Russia.

At the plant at Alfred 2,000 tons of peat fuel will be manufactured this season, part of which is to be used in a peat gas producer at Ottawa. After 140 days operation at Alfred it was found that the cost of peat fuel loaded on cars was $1.65 per ton. This could be cut down by manufacturing on a larger scale with mechanical excavators. Comparing peat with coal as a fuel Dr. Haanel said :

"I admit that the hardness of anthracite permitting long hauls without much waste—the small volume it occupies requiring a minimum of space for storage—and the small amount of volatile matter it contains insuring a nearly smokeless flame, are such valuable properties of this fuel that so long as it can be obtained, it will be used by those who can afford to pay for it. Peat-fuel is, however, admirably adapted for use in grates during the late fall and early spring, when our heating furnaces are not in operation. This fuel will compete in price and cleanliness with soft coal for the purpose stated in our most luxurious homes. For the inhabitants of our rural districts, villages, and certain parts of our cities, whose homes are not supplied with hot air, hot water, and steam systems of heating but require the use of stoves, peat-fuel will prove a cheap and excellent fuel, far superior to wood, and far more convenient to handle.

"Although peat can be used in any of the common stoves now in use in Canada, a stove of excellent design, specially constructed for peat-fuel, has been brought out in Sweden by the Aktiebolaget Ankarsrums bruk. These stoves—a model of which may be seen at our Peat Plant at Alfred, are tasteful in appearance, and very convenient in operation.

"The economy, which may be effected by the use of peat is readily understood, when it is stated that in Ontario and Quebec the average price of anthracite with a high percentage of ash, is $7.50, and in Manitoba, $10 per ton, whereas air-dried machine peat, containing only about 5 p.c. of ash can be manufactured at a cost of considerably under $3 for an amount having the same calorific value as a ton of the anthracite we im-

port. This could be sold at places conveniently situated as regards transportation facilities and not too far from the place of manufacture for a little more than one half the price paid for anthracite in Ontario and Quebec, and for a little more than one-third of the price paid for anthracite in Winnipeg.

"The successful inauguration of a peat-fuel industry in Canada may be looked forward to with confidence, if, content to accept European practice, we establish peat plants at strategic points on the workable bogs scattered throughout the farming regions of those provinces, which require to import coal, and operate them in the interests of the neighboring communities. This will avoid long hauls, for which air-dried machine peat is not fitted.

"Air-dried peat is not alone an excellent fuel for domestic use, but for the production of power it proves an ideal fuel in the peat-gas producer, which is to-day, as reliable and efficient in its operation as the coal gas producer. I do not hesitate to say that it is an ideal fuel because the peat from most bogs is free from a clinkering ash and yields on combustion, a fine white residue which readily allows of the thorough cleaning of the fire, and the property of not fusing or caking in the producer assures regular operation. Moreover since gas leaves the produeer with a high degree of sensible heat, which must be cooled to the temperature of the atmosphere before being used in the gas engine—it is exceedingly important that as much of this sensible heat as possible be utilized in the producer itself, in order to increase its thermal efficiency. This is accomplished in coal-gas producers by the introduction of water vapour which passes through the incandescent fuel with the air supplied for combustion. This water vapour is decomposed, yielding hydrogen and oxygen. The latter combines with the carbon of the fuel, forming carbon monoxide. This chemical reaction absorbs a large amount of heat and lowers the sensible heat of the gas, but the heat absorbed in liberating the hydrogen is to a large extent restored and utilized when the gas enriched by hydrogen is burned in the gas engine or other apparatus. With peat containing from 25 to 30 and more per cent. of moisture, the moisture content is sufficient to accomplish all that is required without the introduction of water in the producer from an outside source.

"Whatever other valuable products may be obtained, such as moss litter, peat mull, alcohol, packing paper, millboards, ammonia and nitrates, the great and important need for us in Canada is the production from the peat deposits of a constant reliable supply of fuel for domestic and industrial purposes."

COURTESY IN THE STORE.

By W. J. Illsey, Winnipeg.

All clerks should understand thoroughly what the word "courtesy implies. The dictionary meaning may be one way of putting it, but my version is:

"Use the man or woman you are serving as you would be treated were you in their place."

This quality, if it were infused into the blood of all hardware clerks, would cut down the long lists of complaints to a minimum, would make life more pleasant for all concerned and business would become a pleasure instead of hard labor.

Instances may be sighted (and great numbers of them too), where the customer discourteously used, leaves the store in a huff and possibly does not return again. And the bad results are unending. People will talk, and do talk about various business houses.

Where they are cordially welcomed and served with any fair degree of courtesy, they speak well of, and come again and again to buy. They tell their friends who tell their friends, and so the good news spreads.

Just so with the opposite kind of treatment. These customers talk (only more so), and a never ending harmful effect has been done your business.

The courteous clerk is in every case the gainer by being such, not only does he enjoy the good-will and friendship of the many customers, who will wait for him to serve them, but in many instances such acquaintances have led to better things for the clerk in after years.

The writer has spent about 17 years behind the hardware counter, and has found throughout that whole term that it pays to be honest—to be attentive—and above all to be courteous to every customer whom you serve. Try it.

COMPETITORS AS FRIENDS.

Friendly relations between competitors in the same town are always pleasing to hear and more particularly when there is no trade association. Organization naturally brings men closer together and tends to make them appreciate one another.

Here is an instance told by a representative of The Canadian Grocer in Manitoba:

"I have for a long time been thinking that trade conditions were improving and even that the world was getting better, but this has never been more satisfactorily demonstrated to me than when this week I met two rival merchants in a Manitoba village standing together, talking about matters in the most friendly manner. I introduced myself to the one who was pointed out to me as the merchant for whom I was looking, and he at once introduced me to the other as his friend in the same line of business.

"After I made myself feel sure that I did not misunderstand, I congratulated them on the elevated position they had attained in commercial life, and when I explained to them the object of my visit they subscribed for The Canadian Grocer, each paying half. It will be read by them both. While I would have preferred a subscription from each, I never was better pleased by any favor on the road, than with this particular and unique expression of good feeling between rival merchants."

Let the merchants all take a lesson from this and eliminate their petty jealousies. They should not only "live and let live," but live and help others to live, and all will benefit by the system.

PUSH LINES WITH PROFIT.

A hardwareman talking to Hardware and Metal the other day told of why he had severed his relations with a former partner. The partner was not lazy but a plodder, who persisted in doing small things when bigger opportunities were open. For instance he would let customers wait while he pottered around a repair job on a lawn mower or bicycle, and while he was earning fifteen or twenty cents on repairs he was losing an opportunity to sell a range and make several dollars profit.

That's the way with many hardwaremen. They give more thought to selling a keg of nails or a hundred of white lead on which they make a minimum of profit, than to selling a $5 safety razor, the profit on which would be greater than on a half a dozen sales of nails or lead.

Let the staples sell themselves and use energy and thought in selling profitable specialties. And don't let a customer leave the store without using the power of suggestion, always putting the suggestion in a positive, rather than a negative manner. Don't say: "Don't you think you need a safety razor?" Put it in a way that will carry the suggestion home. Thus: "I'm selling a lot of safety razors to friends of yours. Sold one last month to Bill Jones and he's shaving every day now. You ought to try one."

Throw out suggestions like that at customers and the volume of sales will show a big increase.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Tin—¼ to ½ cent advance.
Linseed—2c advance.
Turpentine—1c advance.

MONTREAL.

Aug. 12.—The prominent feature of the markets this week has been the advance in tin, prices going up ¼c to ½c. There has been a squeeze on in the primary markets, and spot tin has been short. The result is that local prices firmed up in sympathy. Copper is unchanged, although the unexpected showng in the Producers' Statistics that there was practically no gain in stocks for the month, owing to a big reduction in the refining output together with large exports, made the local market firmer. Spelter and lead show no change.

Trade generaly is good for the time of the year. Small users continue to buy steadily, as they want metal. Inquiries show that the larger users are considering their end-of-the year requirements. Iron is moving freely, the demand for imported metal being more generally distributed than for some years past judging from orders already booked, and business that is practically closed, there should be very heavy fall trade extending up to the close of navigation.

Pig Iron — Fresh business is being booked steadily, espcially for the better grade of imported iron. Very little iron seems to be going into stocks, some users not getting delivery fast enough. Heavy orders for later shipment are reported, and the port will be busy until the end of navigation. There is more keenness after new business generally than there was, and concessions in domestic prices are reported to close good orders. Cleveland warrants have taken somewhat of a jump, which looks as though the iron situation in the Old Country has improved. Iron and steel in the States are showing improvement. Current consumption has picked up, the only unsatisfactory thing being that contracts for future delivery are not so heavy as was anticipated. Users are evidently not yet sure of the market, and are waiting. The restriction in output is doing a lot to clear the atmosphere. Prices are still on the soft side, but with the turn of the mid-summer dullness an improvement should occur.

Tin—Owing to higher figures in the primary markets, tin locally advanced ¼ to ½c., the first figure being probably more generally obtained. Trade has kept up well, and is considered satisfactory for the time of the year. Inquiries are slightly more active, probably due to the movement in London prices. There is evidence of a strong movement on in spot tin, the speculative bull party being in close control. American consumers are showing more interest in the market.

Copper—Copper is unchanged at 13¼ to 13½c. Business continues on the quiet side, the want of confidence in prices contributing to this. The market seems a bit more cheerful now that the Producers' Statistics show that the output of refined copper decreased for the month, about 10 per cent., and that heavier exports had been shipped. The English market on receipt of this news jumped over 20 shillings. Against this, however, there is no further goods news in connection with the restriction of the mines' output, and so copper is still without much backbone.

Spelter—Spelter is still unchanged under a quiet demand. The English market continues firm, with the Spelter Syndicate in strong control. St. Louis seems to be gaining strength again.

Lead—Prices are unaltered both for domestic and imported lead. Trade is not at all bad for the time of the year, and the promise of good orders is reported. The English market is steady for the time being.

Scrap—No change in the situation is reported. Buying has been slightly better. We quote: Heavy copper wire at 11c.; light copper bottoms, 9½c.; heavy red brass, 8c.; heavy yellow brass, 8c.; light brass, 6c.; tea lead, 2½c.; heavy lead, 2¾c.; scrap zinc, 3c.; No. 1 wrought iron, $12; machinery cast scrap, No. 1, $16; stove plate, $12.50; malleable, $9; miscellaneous steel, $5.

TORONTO.

August 12.—The holidays are affecting business in metals. Trading is light. The conditions prevailing last week are still ruling the market—bidding and cutting to meet buyers' wishes. In spite, however, of the fact that it is mid-summer and an unusually hot season, the pig iron market has not dried up by any means. There is a steady day-by-day buying that is devoid of senational features. In view of the liberal buying that took place in the early part of the year the course of the market now indicates that consumption is keeping up at a satisfactory pace.

There have been no price changes in raw metals, though there are rumors of cuts and advances in manufactured iron and steel goods in the United States. Inquiry for fall is spasmodic, and at present is not so good as last week.

England reports a stiffening in all metals. Iron prices have advanced there a shilling a ton. This is not much, but it indicates the tendency of the market. Tin is up £2 a ton, and copper £1 a ton. These advances have created quite a stir, and buyers are taking more interest.

In the United States the cutting down of pig iron production has helped the market. There is more activity in the iron and steel consuming industries, so much so that for some manufactured metal articles delivery cannot be promised before October.

Pig Iron.—Congestion on the railways is not entirely relieved, and this has accounted for the delay in delivery to various Ontario points. New orders are not heavy, and the past few days inquiry has been light. Quotations are unchanged. No. 1 Canadian foundry iron is at $20, and No. 2 at $19.50, f.o.b. furnace. Middlesboro No. 3 is $20. Summerlee No. 2, $22.50; Cleveland No. 1 and Clarence No. 3, $20.50 and $20.75 respectively. Scotch irons are about the same figures: Jarrow is $20.50 and Glengarnock, $22.50.

Copper—Business is quiet. Large stocks are being carried by most of the metal men. There is a dearth of fair-sized orders, and buying is going on from hand to mouth. The low price still provokes inquiry, but booking is not sensational. Fluctuations still go on in the London and New York markets. The local price remains at $13.25

Tin.—The price holds firm at 35c. The local market is steady, though not at all brisk. The primary markets report small demands. Straits tin is coming forward in less quantities, but stocks are fairly ample. Trading though light is satisfactory, considering the season.

Lead.—This metal is now steady at unchanged prices. Domestic is $3.75 for ordinary lots, with imported 5c higher. Stocks have increased during the summer, and lead is now plentiful. Demand is fair, though orders call for light quantities.

Spelter.—There has been very little business or movement in the spelter market during the past two weeks. The market has been steady, and more or less stagnant. The galvanized trade, which uses about 60 per cent. of the spelter, is in an unsatisfactory state and the outlook is doubtful. The position of the galvanized iron trade is illustrated by the fact that of all lines of finished iron and steel, galvanized iron is the weakest, prices being cut $4 to $5 per ton, and it is natural therefore to suppose that this proceeds from oversupply of stock or lack of demand. There is also more limited operations in the brass and other trades consuming spelter. This reduced consumption unless followed by a reduction of stocks make lower prices seem inevitable. The local price still holds at $5.75.

Sheets and Plates.—Steadily active on a seasonable demand about covers the situation in regard to both sheets and plates. Inquiry and bookings for fall are good. Prices unchanged.

Old Materials.—The market is without feature. Dealers are paying for heavy copper and wire, 10½c; light copper bottoms, 9c; heavy red brass, 9½c to 10c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3½c; No. 1 wrought iron, $10; machinery cast scrap No. 1, $14.50; stove plate, $13; malleable, $8; miscellaneous steel, $6; old rubbers, 8½ to 9c.

Don't try to reform the rest of the world until you have tried it on your own organization.

HARDWARE MARKETS

MONTREAL.

Aug. 12.—Barring a better movement in the fall booking there is very little change in the character of the trading from last week. Trade continues of a sorting-up description, excepting from the northwest, where there is indication of the fall movement commencing. Fruit preserving utensils are going well, and sporting goods are showing more activity. Heavy hardware continues to be prominent, and bar iron and mild steel are in good demand.

Travelers are now commencing to get back on their ground, but the full force is not working just yet. From reports received from those already in harness again, it is generally anticipated that heavy business will commence to show towards the end of the month. Prices are steady, and no important changes are announced. The markets in the States are not so firm, and in places there seems to be a little lack of confidence as to the fall.

Seasonable Lines — Fall booking has improved—a decided movement being noticed from the Northwest, sleigh bells, lantern, cow ties, stable requisites, being chiefly called upon, along with some general lines. The movement in lumbermen's tools is still naturally very slow.

Builders' Hardware—The demand has quickened up, and orders are assuming good proportions again. Some heavy buying has occurred in the Northwest, and well assorted orders in bolts, lock sets, escutcheons, door pulls, etc., are going there. The market is unchanged, and we quote: Lock sets (inside), $4.25 per doz. and up; lock sets (outside), $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½c to 33c.

Bolts and Nuts—The situation in bolts and nuts is unchanged. The demand is good with prices unaltered. Nails continue in good demand. We quote: Discount on carriage bolts, ⅜ and smaller, 70; machine bolts ⅜ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Sporting Goods — Guns and ammunition, canvas clothes, knives, etc., are being booked more actively. The season will soon be in full swing. A few skates and snowshoes and hockey sticks are moving.

Preserving Utensils—The movement is now at its height and well assorted orders are coming in for presses, parers, seeders, maslin kettles, and jars.

Heavy Hardware—Bar iron is selling very well. In fact all lines of heavy hardware are in good demand. We quote: Chain coil, ¼, $5.25; ⅜, $3.80; ½ $3.50; ¼, $3.25; 1, $3.25; anchors, 4½c. lb. up; merchant bar iron and mild steel, $1.90; steam gauges, $1.50 each up; injectors, $4 to $18 each; and steam gauges, 35c to 80c.

Wire—Trade is steady. A good season is anticipated in hay wire. The market is unchanged, and we quote: Barb wire, car lots, mixed, $2.45; small lots, $2.50; plain twist, car lots, $2.75; small, $2.80. Galvanized wire No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots f.o.b. Montreal. Coiled spring fencing, $2.30 straight and mixed car lots, and $2.35 small lots. Plain wire bright, annealed and annealed and oiled, $2.35 base. Staples, bright, $2.60; galvanized, $2.85.

TORONTO.

August 12.—There have been no new developments during the week. The usual quiet incident to the season is being witnessed. Travelers are getting back to their territories, but a number of hardwaremen themselves are enjoying a holiday. Orders are consequently small.

Jobbers, however, feel satisfied and state that trading is steady and regular. The call for hardware runs strongly to builders' hardware, harvesting tools and early fall goods. Guns and ammunition are strong. Prices generally continue unchanged. Wire nails and wire products were cut recently in the United States about $1 a ton, or ten cents a keg.

The prospects for autumn trade are encouraging.

Seasonable Lines.—The goods most in demand just now are agricultural tools and implements, forks, cradles, scythes, rakes, etc. Stable lanterns, cow ties and general barn goods, too, are much in demand, particularly the lanterns, immense quantities of which have been shipped by manufacturers and jobbers already this season. Some inquiry is made for blankets, lumbering tools and sleigh bells.

Builders' Hardware.—Lock sets are very prominent in orders just now, and building and roofing papers are also greatly asked for. Nails and screws are moving very largely. Builders' and mechanics' tools are active. Prices are steady and unchanged.

Wire.—Fence wire, both barbed and plain, is moving steadily, and the last few days have had a slight impetus, but hardwaremen say orders would be larger were they sure as to price stability. The recent cut in the United States though it did not amount to much helped orders across the line. Hay wire remains at $2.35.

Bolts and Nuts.—Ordinary sizes are in steady demand. Manufacturers report good trading with all plants busy. Prices firm.

Heavy Hardware.—But for the good demand being continued for pipe then heavy hardware would be somewhat dull. Bars and rods are only fair, and chain calls are less frequent. There is, though, a good trade in structural beams of smaller sizes.

Sporting Goods.—A splendid call exists for ammunition and guns. Sales of late have been particularly good. Hunting knives and hunting outfits and goods generally are very fair. Automobile, motor boat and bicycle supplies are steady and moving well. Summer goods are dying, so far as demand is concerned.

U. S. METAL TRADE.

New York, Aug. 10.—The Iron Age says: "Iron and steel markets have probably not been quieter this year than in the past week. Crop news has been favorable on the whole, and has helped sentiment, but it is evident that something more stirring in outside developments will be required to quicken the iron trade into real activity.

The statement of unfilled orders on the books of the United States Steel Corporation subsidiaries, given out as this is written, shows a total of 3,970,931 tons July 30, against 4,257,794 tons June 30, a falling off in the month of 286,863 tons. The falling off in the second quarter, as reported in July, was 1,144,720 tons, or an average of 381,570 tons a month. It is to be considered that production has been reduced in July and therefore the July 30 statement of unfilled orders does not permit any exact deduction as to the inflow of new business last month as compared with the three preceding months. It is known, however, that July showed some decrease both in new orders and in shipments from the average for June.

Much has been published in the past week of an alleged cut of $1.50 in the price of steel rails. It can be said on authority that no reduction from the $28 price for standard rails has been made, nor is any change contemplated. Some statements have intimated that the cut was made on Mexican business. It is a fact that a large Mexican order is pending, and it is also well known that the $28 price has not been maintained on export trade.

The policy of the railroads, as to a large extent it is that of all consumers, is to buy for early needs. A few conspicuous exceptions come up, including the definite inquiry for 3,000 cars for the Chicago & Alton, and the statement that the New York Central lines will place orders for 265 locomotives.

All pig iron markets are dull, though there is somewhat more activity in the east than elsewhere.

For the purpose of washing small pieces, such as nursery articles, a wash pail has been invented which not only serves as a boiler, but is also provided with a corrugated scrubbing board at one side. The pail is fitted with a cover to be used when boiling the pieces, and is formed with grooves at one side to receive a fairly wide washboard. The device should be useful in apartment houses, in which tubs are not conveniently located for the washing of small articles.

HARDWARE TRADE GOSSIP

Ontario.

W. E. Pollard, tinsmith, Fonthill, has sold his business to W. S. Dougherty.

John Barron, tinsmith and stove dealer, Milton, has assigned. A meeting of creditors was held yesterday.

Geo. Cote, Ottawa, dealer in paints and wall paper, has assigned. A meeting of creditors will be held on Aug. 16.

The application of the Penfold Varnish Co. for permission to build a factory on Macauley avenue, Toronto, was refused by the city council.

Ed. T. Needham, hardwareman and plumber, 1167 Dundas street, Toronto, has sold his hardware and paint stock and will in future devote his attention exclusively to the plumbing business.

A. J. Kyle, of Kyle & Hunter, Wiarton, called at Hardware and Metal office on Tuesday of this week. He reports the crops in the vicinity of Wiarton as better than for some years past. Business, too, is exceptionally good.

The body of Thos. Rudd was brought to Kingston for burial, from Lansdowne, where it was discoverel in an open field. Death was due to natural causes. The deceased, who was about 80 years old, was formerly a well-to-do hardware merchant at Kingston, but, having lost money and friends, was in the habit of wandering about the country.

Active operations have been commenced on the remodelling of W. F. Mickus' hardware store, at Preston. The first storey in front will be of green-glazed brick, and the second storey of red pressed brick. The door will be set well back, with wide windows having a panelled background. A prism light will extend right across over the door and altogether the block will be unrecognizable when the transformation is complete. The store is open for business as usual.

Quebec.

The assets of E. Trudel & Co., Montreal, have been sold.

Cote & Despocas have been registered as hardwaremen at Montreal.

Lacourse & Paradis, hardwaremen, Montreal, have been registered.

A curator has been appointed for The Empire Paint & Varnish Co., Montreal.

Allen Dods, of P. D. Dods & Co., Montreal, is taking a vacation on the Maine coast.

M. J. Butler, general manager of the Dominion Steel Co., has been on a visit to Montreal.

A company has been incorporated in Quebec City under the title of the Eug. Julien & Co., for the purpose of carrying on business in farm implement machinery and tools. The capital is $100,000 in 2,000 shares, of $50 each.

Maritime Provinces.

Dealing with the plans of the Dominion Steel Corporation before the Technical Education Commission at Sydney for further expansion of the steel plant, Gen. Mgr. Butler indicated that it is contemplated that within another twelve months the capacity of the works and the staff of employes will be increased by 33 1-3 per cent., within four or five years the plant is to be double its present extent and will employ twice as many workmen as are now engaged.

Western Canada.

Jas. R. Marshall, hardwareman, Fairfax, Man., has assigned.

Fowler Bros. have started a blacksmith business at Kindersley, Sask.

The Winnipeg Brass Fixture Co. have started a retail business at Winnipeg.

Ross & Kerslake, hardware merchants at Elgin, Man., have sold their business to Hanna & Sons.

Jas. T. Regan, hardwareman at Atlin, has retired from business, and will reside in future at Vancouver.

The Chas. Fawcett Mfg. Co., Sackville, N.B., makers of stoves and furnaces, have opened a sales agency at Winnipeg.

The Winnipeg branch of the McClary Mfg. Co., held their annual picnic at Selkirk, near the mouth of the famous Red river at Lake Winnipeg, one day last week. It was a most enjoyable affair.

C. Hisbert, ex-M. P. P., of Didsbury, Alta., has given up politics for the present, and is engaged in the hardware business in that town. "While I am keeping my eyes open to what is going on in politics," he said in conversation with a caller on him, "I am not saying anything at present. I may be heard from later on, I am now engaged in selling hardware to the farmers. Let us talk about the crops."

FIRST STEEL AT COAST.

The first steel plant on the Pacific coast, recently completed at Irondale, north of Seattle, Wash., is now turning out its capacity of 100 tons of pig iron and roll steel a day. The contract with the Chinese Government to supply 20,000,000 tons of ore to this steel plant in five years has resolved itself into a schedule of regular arrivals of ore ships. Several bearing 5,000 to 10,000 tons of ore have been unloaded this week.

The significance of the success of this steel plant lies in the fact that an industry is just starting up which will eventually be the source of the steel supply for the Pacific Coast. The demand for railroad steel in Alaska will keep the new mill running day and night for several years. The owners of this new plant, who are principally St. Louis and Pittsburg men, are planning the erection of a new and larger steel plant near the site of the one just opened, besides a plant in British Columbia to look after Western Canadian business.

HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? If an immediate reply is desired by mail stamped envelope should be forwarded. If inquiry is of a nature that the correspondent does not desire publicity, he can use initials or non de plume.

Show Card Brushes.—F. B. Stott, Moose Jaw, asks where he can secure good brushes for show card writing, also where he could get cards written.

The Art Metropole Co., 149 Yonge St., Toronto, and the P. Thompson Co., 136 Victoria St., Toronto. The latter will also execute show cards to order. —Editor.

Copper Lacquer.—Crockett Bros., Westville, N.S., ask for a good lacquer for planished copper; and also how to oxidize planished copper.

Ault & Wiborg, Toronto, are Canadian makers of a lacquer for planished copper. To oxidize planish copper, we are informed would require an expert plater, and as the companies doing this class of work regard their processes as trade secrets they do not feel at liberty to give the information asked.—Editor.

Web Halters for Cattle.—Watson Smith, Shubenacadie, N.S., asks for names of makers of web halters for cattle.

The Sun Mfg. Co., and Lamontagne, Ltd., Montreal, and the General Leather Goods, Ltd., Toronto.—Editor.

Lamp Goods and Supplies.—F. W. Jeffery, Midland, asks where he can buy glass lamps, chimneys and lamp sundries, burners, wicks, etc.

The Ontario Lamp and Lantern Co., Hamilton; Rochester Lamp Co., Toronto, and Gowans, Kent & Co., Toronto.—Editor.

IRON ORE AT JAMES BAY.

It is reported that the Mackenzie and Mann interest and the Nova Scotia Steel Corporation are both bidding for large blocks of claims on Grand Rapids, Mattagami River, 75 miles only from Moose Factory. There are at least a dozen parties representing most of the big iron interests in the United States already upon Mattagami employing men to do the assessment work or making examinations.

Professor Baker recently left the iron fields after months of sampling. Parties who have met him report that he is most enthusiastic over possibilities and there is no question but that he will make a favorable report. The distance from Michipicoten, on Lake Superior, the nearest market, to Grand Rapids, as the crow flies, is only 222 miles. Little development work has been done. The iron ore has shown up solid in two more occurences of a thousand feet long each.

At one place a party who have just returned saw little islands of iron ore for 1,200 feet under their canoes as they paddled on the waters of the Mattagami River. Latest investigation has shown that the ore is brown hemattite, of 60 per cent. grade, and the ore is the best found so far in Canada for the manufacture of steel.

News and Methods of Canadian Hardwaremen

Nova Scotia Hardware Trade Good—Pender Nail Plant Bought by Sydney Steel Concerns—Particular About Cleanliness—Ottawa Hardwareman has Three Stores—Special One-Price Sale Conducted by Winnipeg Store.

MARITIME HARDWARE SITUATION.

Halifax, N.S., Aug. 8.—Wholesale hardware dealers say that the summer trade has been fairly brisk, but collections on the average are somewhat backward. Haying tools of all kinds have been in extra heavy demand this season, and the large stocks held by the dealers several months ago have been pretty well depleted. The demand was much greater than anticipated.

Paints, oils and varnishes are also selling quite freely, and there is as well some movement in glass. Cement is another line for which there is a good demand, and the canneries are now using up a lot of tin, manufacturing cans for the coming lobster season. Turpentine is selling at 95c per gallon, and linseed oil at the same price in barrel lots.

Sales of Paris green this season have been very heavy, and at the present time there is none to be had in the city.

There is practically nothing doing in the plumbing line. This is due to the quietness in the building trades. The Halifax Cold Storage Co. and H. R. Silver & Co. have under contemplation large additions to their warehouses this season, and this will help along the situation. The stove trade is very quite, but the demand will soon open up.

NAIL PLANT IN STEEL MERGER.

St. John, Aug. 10.—There has been a revival of the rumors lately that the James Pender Co.'s nail business has been sold out to interests believed to be closely in touch with the Sydney steel concerns. Mr. Pender declined to discuss the matter at the present time. It is stated that the new purchasers have arranged to give the Pender shareholers $200 of stock in the new company for each $100 of stock in the present company. It is understood that should the deal go through it will affect the local plant to a slight extent only. The business would still be conducted here and if any changes were made it would be in the way of enlargements.

W. H. Thorne & Co., are negotiating for the purchase of Walker's wharf, adjoining their present warehouse on Water Street, with the idea of enlarging their wholesale hardware facilities.

The St. John board of trade has definitely decided not to send delegates to the annual meeting of the Maritime board of trade at Chatham, on August 17 and 18. The local board withdrew from the Maritime board last year and have not since, it is stated, seen reasons for re-affiliating.

Work was started last week on the erection of the buildings for the Canada Woodenware Co., at South Bay. The company expect to start operations in the fall, making tubs, pails, etc.

PARTICULARS ABOUT CLEANLINESS.

Quebec, August 11.—Cleanliness is the motto of A. Drolet, a grocer of this city who is as scrupulous regarding the general appearance of his place of business as it is possible to get it. Every morning the floor is carefully swept and any dust that may collect on the goods is taken off with a wet cloth to prevent it getting onto other goods. The front windows are washed frequently and are not allowed to get dirty. The scales and cash register are covered every night with cloths especially prepared for them in order to prevent the dust and flies settling on them. Great care is given bottles, biscuit and spice receptacles, measures, etc. Vegetables are not kept in the store and thus any odors good or bad arising from them are kept out of the store. A special place at the rear was made for them.

The store is well equipped with electric lights, the cellar is well ventilated and the clerks wear white linen garments. They unite to keep the store up to a high standard.

Self-measuring oil pumps allow coal oil to be handled cleanly.

Three windows and two doors give the store a wide appearance and presents an inviting front. The proprietor appreciates exclamations such as, "You have a very clean and neat store" from his customers, because it is his aim to make it clean and bright.

PAYING BILLS BY CHEQUE.

Montreal, Aug. 11.—Payment by cheque is a method that is endorsed by a large number of business men and it is claimed equally applicable to those in the grocery trade. A Montreal merchant who pays everything by cheque spoke of the custom as follows:

"It is bad business to-day for a business man or, indeed, for an ordinary individual, to pay bills in cash. A mere memorandum or an entry in a book to the effect that a bill was paid on such a day is not proof positive that the bill was paid. Retail dealers should pay as little cash out over the counter or from the money drawer as possible. All money received should be deposited in the bank and then bills paid by cheque. A cheque is a receipt and it is rendered still more a receipt if it is stated on the face of the cheque what is was given for. There is no objection to entering into particulars as to what the cheque paid for, on the face of the cheque; and it is the safest kind of guarantee that the bill has been paid. Dealers, no matter how small or how limited their operations, should use the bank."

HARDWAREMAN EXPANDING BUSINESS.

Ottawa, Aug. 9.—R. Mulhall, who now has two hardware stores, one on corner Bank and Lisgar Sts. and another at 806 Somerset St., has further expanded his business by purchasing the business of F. W. Mahon in Hintonburgh, who is retiring on account of extensive real estate transactions. This now gives Mulhall three stores in first-class commercial districts. His policy is to give good value at a fair price.

HARDWAREMEN ENJOYING HOLIDAY.

Belleville, Aug. 10.—W. A. A. Chown, sec.-treas., The W. W. Chown Co., Belleville, is spending a few days at St. Catharines, Niagara Falls and Toronto.

John S. May, hardware merchant, Belleville, assigned on Aug. 8.

Arthur J. Sprague, western representative of The W. W. Chown Co., has purchased an automobile, and is now calling on the trade in his machine.

M. S. Madole and wife, Napanee, left this week to attend the Methodist General Conference in Victoria, B.C.

Rueben Sills, Vancouver, a member of the firm of Lewis & Sills, is visiting relatives in Belleville.

SPECIAL ONE-PRICE SALE.

Winnipeg, Aug. 9.—G. J. Crocker, clerk in MacDonald & Fleming's store, Winnipeg, has started a special one-price sale on Saturday of each week. A large mirror is placed at the window on Friday, on which is written "Anything in this window 50 cents to-day." It is not the intention to sell many of the goods so advertised on Friday, but the object is to get the thing going well for Saturday. Mr. Crocker, who is continually evolving some new idea, claims that this method is one of the most successful in securing business.

"It creates talk," he says, "and the members of the builders' exchange, many of whom are purchasers of tools and hardware lines, tell one another about our special sale, and of course it increases our sales."

The main thing about the one-price sale as advertised in the window, is that it brings customers into the store. The store enlarges its clientele which must always result in the betterment of trade.

Mr. Crocker changes the line of goods each week, which are run in the special sale, and has different prices also each week. One week it is a 10 cent sale, in which interest is worked up in a certain class of trade, perhaps lady purchasers of household goods. The next week it may be a 75 cent sale, perhaps in tools, which gets another class of trade. In this way the store is enlarging the range of the classes of customers.

Another benefit which is derived from the special one-price sale is that it enables the merchant to get rid of superfluous stock. It moves shelf-ridden goods that have become a drug on the business, and the merchant can keep his stock fresh.

Trade Conditions in the Mother Country

Workers Ask for Higher Wages—A British View of American Methods—Sheffield Firm and Canadian Government Dry Dock—A Big Wire Rod Mill Opened — Growing Trade With the Dominion.

Sheffield, July 21.—Since my last letter was written, the steel, iron, hardware and kindred trades have subsided a little, and a state of comparative quiet reigns agains. This is one of numerous recessions during the year.

The position is that numerous contracts have been signed, and order books are well filled, but specifications do not come up to expectations. For example, one of the quietest departments is for the manufacture of railway material. The India office has placed contracts in Sheffield with five firms for material, but departments are still inactive because the precise orders have not come along.

Still, the state of employment is very satisfactory. Virtually every Sheffield worker is employed, but the average number of shifts worked per man is only six a week.

Sheffield moulders knowing that a better state of trade exists, have applied for an increase of two shillings per week in wgaes. Two years ago they submitted to a reduction of two shillings owing to bad trade, and now they contend the time has arrived when it should be reinstated.

A Big Steel Plant

Cammell, Laird & Co., steel and shipbuilders of Sheffield and Birkenhead, have rolled at their Sheffield works a mild steel plate, said to be the largest ever produced in this country. The original ingot weighed 120 tons, its dimension being 9 ft. by 3 ft. 10 in., by 18 ft. 1 in., and the charge was obtained from three Siemens-Martin furnaces. It was stripped the following day after casting, taken from the casting pit, and within one hour charged into a horizontal re-heating furnace. The ingot was slabbed down under a 4,000 ton press to 12 ft. 9 in. by 40 in., and re-heated and rolled into a plate 18 ft. by 10 ft. 9 in. by 25⅛ in., the latter operation occupying 45 minutes. When the scrap had been removed and the plate machined, the finished weight was 65 tons.

The demand for steel plates for shipbuilding is so enormous that Glasgow consumers have been obliged to place part of their orders with German makers. The output of the Scotch steel works is 90,000 tons per month of plates. One steel works which has been closed for two years will be re-opened in consequence of the big demand.

Huge Wire Rod Mill.

Wm. Cooke & Co., manufacturers of bar iron, steel, wire rods and ropes, etc., have just formally opened a new wire rod mill at their Tinsley (Sheffield) works. It is the most modern and the largest in the country. The main building is 260 feet long by 65 feet wide, and the engines required to keep the mill going occupy a house 147 feet long. On the most economical head it is estimated that the engines will give 1,120 indicated horse power. With steam cutting off at 50 p.c. of the stroke the maximum load will be about 1,850 indicated horse power.

The mill comprises a new form Siemens gas-heating furnace, having five producers and ten charging doors capable of heating 40 tons of 3-inch billets per shift of 10 hours, the billets varying in weight from 120 to 220 lbs. The production is from 25 to 30 tons per shift.

It will be remembered that several months ago I recorded the securing of huge wire rod orders by the late Thomas Wilkinson, who was chairman and managing director of Wm. Cooke & Co. Those orders are now being put through and will keep the plant running night and day for about a year. Cooke's have a good business connection with Canada.

A Visit to Canada.

I have seen T. R. Ellin, of the Footprint Works, Sheffield, who has returned from a trade visit to Canada and the States. Readers of Hardware and Metal have learnt from paragraphs in your paper what Mr. Ellin thought of things in the Dominion. "I was interviwed twice," he said, "and did not know about it until I got back to Sheffield and received papers from my friends. One of the journals stated that I was going to build a big warehouse out there. But nobody takes any notice of what such newspapers say." If Mr. Ellin were to do that in this country he would have been inundated with applications from architects, but no one in America took any notice of statement which was altogether wrong. Mr. Ellin made it clear that Hardware and Metal published what he really said. Its writers knew what they were talking about.

Mr. Ellin, in reply to a question, preferred to indicate his thoughts about the United States and the "terrible rush of life," by quoting post card mottos: "Isn't it h— to be poor?" "Isn't it d—— lonely to be good?" and others. As a reflection of phases of national sentiment he thought they might be left to speak for themselves.

Another Visitor.

Albert Vickers, one of the directors of Vickers, Sons & Maxim, of Sheffield and Barrow, has been conferring with your Minister of Marine on the construction of the dry dock and shipyard at Montreal. His firm has just sent out to Brazil an immense dry dock for the Brazilian Government to lift dreadnoughts at Rio de Janeiro. The dock has cost £182,000, and the towage bill will be £18,000; the voyage is estimated to occupy 60 days. The authorized capital of the firm is £5,200,000, and its resources are such that government work of immense magnitude is undertaken without financial aid being sought.

Exports to Canada.

British trade with Canada is increasing by leaps and bounds. In May, hardware of the value of £11,089 was sent to the Dominion, more than double the quantity sent in 1909, when the exports valued £5,206. In May, 1908, the value was only £3,303. The total for the five months of the year is £34,867, compared with £23,257 in the corresponding period of 1909, and £16,314 in the corresponding period of 1908.

Cutlery does not show such a big improvement, but the results are very encouraging. The value in May was £10,492, compared with £7,302 in May, 1909, and £7,913 in May, 1908. A bigger improvement is noticed on the five months trade, for the present year is credited with £40,858, a considerable increase upon the £29,163 total in the first five months of 1909, and also in advance of the £30,817 total in the corresponding period of 1908.

Canada took unwrought tin of the value of £14,664 in May this year, compared with £8,778 in May, 1909, and £8,600 in May, 1908. On the five months of the year the total of £58,-227 is £2,000 ahead of the total in the corresponding period of 1909, and £25,-000 above the total in 1908.

The export of pig lead and manufactures of pig lead last month totalled £7,378, a decline compared with May last year and a slight increase upon the May, 1908, total. Of the five months, 1910, is better than 1909, but a little behind, 1908.

The total of steel bars, angles, rods or shapes or sections sent to Canada in May was extraordinarily large. The value was £32,078, more than double the total of £14,101 in May, 1909, and not far short of being double the total of £16,256 in May, 1908. The five months figures are: 1910, £103,684; 1909, £65,553; 1908, £44,456.

Of anchors, grapnels, chains and cables, Canada took £5,987 in May last, compared with £2,504 in May, 1909, and £1,586 in May, 1908.

The total of tinned plates and sheets was smaller. It fell to 2,037 tons from 3,090 tons in May, 1909, but was ahead of the total of 1,538 tons in May, 1908.

The galvanized sheets total was 3,631 tons compared with 2,719 tons in May, 1909, and 2,605 tons in May, 1908. The five months total this year is 8,747 tons, compared with 5,070 tons in 1909, and 5,187 tons in 1908.

Canada took 707 tons of wire in May, an improvement upon the total of 596 tons in May, 1909, and a still bigger advance upon the 147 tons total in May, 1908.

Manufacturers of wire totalled 388 tons in May, compared with 240 tons in May, 1909, and 201 tons in May, 1908.

New perfect rails totalled 176 tons, compared with 488 tons in May last year, and 109 tons in May, 1908.

The export of pig iron to the Dominion in May was 15,223 tons, compared with 9,646 tons in May, 1909, and 4,-165 tons in May, 1908.

New buildings are to be erected at Port Dover, Ont., for the Widespread Implement Co. They include planing mill, engine house, foundry and machine shop.

Stephens

Barn and Elevator Paints

Are enjoying a larger sale than ever before. The demand for all goods bearing our name is active. Can you supply the demand? Send us your orders. We will ship promptly.

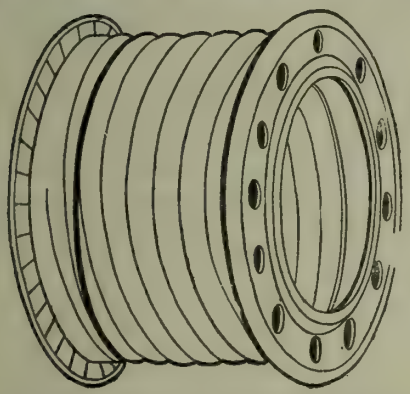
A paint for everything and everything for a painter.

G. F. Stephens & Co., Limited

Winnipeg, Canada.

BRANCH AT CALGARY, ALTA.

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers

INSIST ON HAVING

"Sovereign" Sheathing Felt

Don't be satisfed with inferior, inflammable, unsanitary, malodorous tar paper, which affords a breeding place for germs and vermin. For very little more you can get

"Sovereign" Sheathing Felt

That will last the life of the building. It is odorless, fire-resisting. Wind and damp proof. Germ and vermin proof.

Have you copies of our booklet "Home Comforts" to give your customers? If not, write for a supply.

The Standard Paint Company of Canada, Limited

Sole Manufacturers of Ruberoid Roofing
286 St. James Street, - Montreal
Stocks carried at Winnipeg, Man. and Vancouver, B C.

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

Unlimited Results can be assured by the sale of Quality Heating Apparatus

There is no question about light weight, poorly proportioned, low grade heaters meeting the demand for low price, but not the quality consideration.

The average house owner looking for a heating apparatus is not posted as to furnace construction and unless the Heating Contractor takes the time to discuss thoroughly Furnace Quality he will consider only first cost, which should be secondary to—Fuel Cost, Heat Distribution and Durability.

Make it a point to talk "Quality" to your next prospect.

Pease Furnaces are constructed on the principle of "How Good."

Write for Catalogue.

Pease Foundry Co. Ltd.

TORONTO, ONT.

Pease-Waldon Co. Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected By Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Aug. 11.—The Civic Holiday on Monday did not improve trading. Prices are unchanged, and the market is steady.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines, 75 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

Blocks—Steel, 45; wood, 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—planished copper, 33½c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, $4; pressed standing seamed roofing, 28, painted, $3,20; galvanized, $4; 26, $3.55 and $4.35.

Canada Plates—Half polish, 6 and 7-inch, $3.15; 8-inch, $3.40; full polish, 6 and 7-inch, $3.90; 8-inch, $4.15.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 per cent.

Fittings—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.80; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾-oz., $4.80; Queen's Head, 23, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37¾ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.65; No. 2, and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3,30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., $2.45; ⅜-in., $2.75; ½-in., $3.30; ¾-in., $4.10; 1-in., $5.80; 1¼-in., $8; 1½-in., $9.50; 2-in., $12.70; 2½-in., $20.80; 3-in., $27.40; 3½-in., $34.20; 4-in., $39; 4½-in., $43.50. Galvanized, ¼-in., $3.40; ⅜-in., $3.70; ½-in., $4; ¾-in., $5.25; 1-in., $7.60; 1¼-in., $10.35; 1½-in., $12.70; 2-in., $17.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $4.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper No. 8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c per lb.

Rope—Sisal, 9½; pure manila, 11; British manila, 9¾; lath yarn, 9¼c.

Sheet Zinc—Casks, $7.75; broken lots, $8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—21c per lb.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—6-in., $8.69; 7-in., $9.31.

Terne Plates—I.C. plates, $8.50.

Tin Plates—I.C., charcoal 20x28, full box, $9.25; ½-box, $4.87½; IX., full box, $11.25; ½-box, $5.87½; IXX., full box, $13.25; ½-box. $6.87½.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Wire—Barbed wire, 100 lbs., $3.05; plain twist, $3.40; staples. $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers—Royal Canadian, $38; new easy, $52.75.

PAINTS AND OILS.

White Lead—Prices are stronger, but that is only temporary, and no changes are expected. The quotations are $6 to $6.50, according to the brand.

Putty—Putty is moving better just now. Many building are being closed in, and as the season advances more putty will be needed. Bladder putty, in bbls., per gal., 18c; Sunlight, 20c; drums, $2.75.

Linseed Oil—The Eastern Canada market would seem to warrant a lower market in the west. The seed market, however, is very strong and nothing lower in the oil market can be confidently expected until the new crop is utilized. $1 and $1.03 is the price this week.

Turpentine — Indications are that a stronger market in turpentine will rule next year. The recent advanced price is held strong, and the demand is heavy. 95 cents is the price this week.

Varnish—The output is steadily increasing and this month will see a good trade in all varnishes.

Petroleum and Gasolene—Silver Star, in bbls., $2.75; in kegs, $3; 100-lb. Family Safety, 24c; Searchlight, 22c; Red Rose, 25½c; Keystone Special, 20c; Pemoline, in bulk, 19c; Silverlight, in bulk, 16c; Acme lamp, in bulk, 28c; White Rose, in bulk, 22c; National Light, in bulk, 21c; Engine Gasolene, 24-25c; White Lily, 26c; Royal, 24c.

ENLARGING STEEL PLANT.

The Morris & Bailey Steel Co., Pittsburg, Pa., who do an extensive Canadian business, have been making extensive improvements to their plant this summer. Their main building is being extended and reconstructed. The new construction consisting of brick walls and slate roof taking the place of sheet iron construction. The floor is being changed from wood to asphalt block. Steel sash is being used for the windows, allowing the maximum amount of light, which is necessary in the production of their highly finished product. The hot rolled warehouse has been extended 100 feet. Additional power has been installed amounting to 700 h.p. in water tube boilers and 500 h.p. of electric current has been contracted for to be used for motors. The motors will be used to drive a number of finishing mills, including two 10-inch mills, just received. Their pickling department has been doubled with the installation of a new automatic machinery.

Within a short time they will have in operation the new 36-inch plate mill for cold rolling plates, up to 30 inches wide. This mill will be the most powerful of its kind ever built, and will supply the demand for the finest grade of deep drawing cold rolled material in widths heretofore never made, the company's limit at present being 22 inches wide. This material, considering width, has no equal for accuracy to gauge, fine finish and drawing ability and will be used largely for automobile stampings and like articles. To take care of this material after rolling, new machinery has been added, including heavy shears and flatteners.

These additions will increase the output greatly, and they expect to be in condition to take care of their fall trade with more promptness than has been the case in the past.

An addition is being built to the Oxford Knitting Co.'s factory at Woodstock, Ont.

ESTAB. 1818

GIVE US AN OPPORTUNITY TO QUOTE YOU FOR

"HOYLE'S" PARIS GREEN

·PASSES·GOVERNMENT·TESTS·

MANUFACTURED BY

HOYLE ROBSON BARNETT & CO. LTD.

HEAD OFFICES:
35 CLOSE, NEWCASTLE-ON-TYNE.
ENGLAND.

CONTRACTORS TO
H.M. ADMIRALTY
&
WAR OFFICE.

1818 ESTAB.

Sherwin-Williams Products Bring Profit, Prestige and Patronage.



About Tying Your Horse to the Right Post. — *By the Little Paint Man*

Every horseman knows that it is folly to tie his horse to a poor post. When he wants the steed it won't be there.

The dealer who ties his interests to an unknown paint manufacturer, a manufacturer whose name is not a household word, makes a mistake. The dealer wants good profits, large sales and satisfied customers. To get them, he should use care in selecting his "hitching post."

To get to my point: Investigate the paint and varnish field before you tie up. Figure it all out. See all the salesmen. Hear what they have to say. Consider the merits of their respective houses, the men behind them, the advertising, the distributing facilities and the helps they offer the dealer.

Then sit down and weigh them in the balance. The scales will favor Sherwin-Williams. You owe it to yourself to stock this well established, widely known line.

For full particulars, if you are not handling our line and feel that you would like to know all about what's best in paints and varnishes, write a postal today to

THE SHERWIN-WILLIAMS CO.
926
PAINT AND VARNISH MAKERS
CANADIAN HEADQUARTERS AND PLANT, 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C.

Jardine Univseral Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER · · · ONTARIO

"The Western Stove Makers"

W.J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William. Ontario.



Sell

WOOD MANTELS, GRATES and TILE

and add to your profits---Our latest catalogue shows a nice line of new goods which makes selling easy. Write to-day for the catalogue and price list.

The Winnipeg Paint and Glass Co., Limited

EDMONTON WINNIPEG

THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

N. H. Russell is erecting an abattoir at Prince Albert.

The Fairbanks-Morse Co., will build a warehouse at Toronto.

The Nicola Valley Lumber Co., of Cranford, B.C., are to build a new mill.

W. H. Kreyscher, is organizing a company to rebuild his mill at Nelson, B.C.

Thos. West, will build a 4-storey brick factory at Toronto, to cost $15,000.

The contract for the new building of the Regina foundry, at Regina, has been let to T. Spray.

The Canadian Cooperage Co., of Galetta, Ont., are figuring on erecting another stave and hoop plant.

The Barnet-McDonald mill on Lulu Island, which was burned down last winter, will be rebuilt, probably next year.

Mason & Risch Co., will erect at Toronto, a 6-storey reinforced concrete brick and steel warehouse, at a cost of $100,000.

The Western Bridge & Equipment Co., at Chatham, Ont., contemplate building a new plant to accommodate their increased business.

Application has been made from a shirt and collar manufacturing firm in Troy, N.Y., for erecting a factory in St. Lambert, Que., to employ 400 hands.

A permit has been issued for the new factory for the Continental Bag & Paper Co., at Ottawa. The building will be of solid brick, two storeys high, and will cost $30,000.

Peabody, Houteling & Co., Chicago, one of the largest pulp and paper manufacturing concerns in the United States, have decided to erect an immense mill at Fort Frances.

The furniture factory of Baetz Bros. & Co., at Berlin, was completely destroyed by fire recently, with a loss of about $30,000. The company will rebuild if the town will grant a loan.

The Hill Mfg. Co., Saskatoon, whose sash and door factory was totally destroyed by fire recently, are considering rebuilding in the autumn so as to be ready for the next spring's trade.

Municipal Undertakings.

The by-law to procure a system of waterworks at Orangeville was carried.

It is proposed to extend Winnipeg's high pressure system over many of the principal thoroughfares, at a cost of $230,858.

The Outremont, Que., council has awarded contracts for the construction of six brick and three tile sewers at an approximate cost of $60,000.

Premier Whitney has given the Mayor of Toronto assurance that the proposed expenditure of $40,000 for the extension of the intake pipe for a distance of 500 feet into the lake will receive government sanction.

Public Buildings.

A new Registry building for Toronto is recommended.

The C. P. R. will build an $8,000 station at Chase, B. C.

The C. P. R. will build a new station to cost $20,000, at Vernon, B. C.

An addition will be built to St. Anne's separate school, Toronto, to cost $9,000.

Contract for the Newmarket, Ont., high school, was let to Mr. McIntosh, of Alexandria, Ont., at $13,000.

The Toronto separate school board, will build a two-storey brick addition to St. Peter's school, to cost, $9,000.

The Toronto Board of Education, will erect a one-storey brick addition to school, near Lowther, on east side Huron, to cost $8,000.

The contract for the erection of an eight-room school house at North Vancouver, has been awarded to Young & Wright, at $20,000.

The Vancouver School Board will erect a new $26,000 school house in Templeton Drive, and a $50,000 addition to the Clark Drive school.

Danforth Avenue Methodists, will build a new two-storey brick church, to cost $12,000, and the Free Masons, hall Collete St., Toronto, to cost $25,000.

The Toronto Board of Control is calling for tenders for the erection of a temporary firehall on the new Wychwood avenue site. The building will cost $2,200.

Tenders are being asked by Darling & Pearson, architects, for various trades required in connection with the erection of the out-patient department and the emergency hospital in conection with the new general hospital.

McHardy & Co., Stratchona, were awarded the contract for the erection of a new fire hall there, at $16,680, with tower, or $14,980 without. Smith Freeze & Co. will do the plumbing at $1,540; and the Freeze Metal Co. supply sheet metal for $250.

The C. P. R. have awarded contracts for the completion of the new annex to their Windsor street station, Montreal. The contract for the building was awarded to C. E. Deakin at $1,000,000, and the contract for the structural steel work went to the Dominion Bridge Co., at $250,000.

General Building.

A permit was issued to J. A. Jones, for a dwelling, at Hamilton, to cost, $2,500.

The Bank of Hamilton are preparing the site for their new building, at North Vancouver.

A building permit was issued at Victoria, to Geo. Carter for stores and hall, to cost, $4,650.

B. J. Perry has purchased property at Montreal, on which he will erect an up-to-date apartment building.

The contract for the erection of a residence for R. MacFarlane, Montreal, has been awarded to Chas. Thackeray & Co.

Permits granted lately at Victoria include: C. H. Fitzherbert, alterations to Queen's Hotel, $4,000, and H. T. Knott, dwelling, $3,600.

Honeyman & Curtis, Vancouver, B.C., are the architects for the business block being erected for Irwin & Billings Co., at that place. Estimated cost, $9,500.

W. E. Binning, Listowel, has been commissioned by the Imperial Bank to visit New Liskeard and Cobalt with a view to the erection of bank buildings there.

The general contract for the erection of a two-storey factory building at Montreal, for the Montreal Smallwares, has been awarded to D. G. Loomis & Sons, Cote St. Paul.

W. J. Palmer, eight-room dwelling, at a cost of $3,500, and H. D. Tilley, eight-roomed house, at a cost of $3,785, are two recent building permits granted at Oak Bay (Victoria).

F. Neil Brodie, of St. John, is preparing plans and specifications for a warehouse for Jones & Schofield, Campbellton, N.B. He is also preparing plans and specifications for the Bank of New Brunswick, to replace the one destroyed by fire at that place.

The contract for erection of the McLaren Hotel, Winnipeg, has been awarded to C. W. Sharp & Sons, at $175,000. Building to be completed by June 1, 1911. The contract for the erection of the Bakery Building, owned by W. R. Milton, Winnipeg, has been awarded to the Glengarry Construction Co., the plumbing, etc., will be done by C. C. Young Co. Estimated expenditure, $37,300.

Railway Construction.

The objection to the location of the Alberta Central railway has been withdrawn, and graders are now at work. The line runs from Red Deer west to Rocky Mountain House.

It is likely that the Canadian Northern line from Winnipeg to Oak Point will be double tracked next year. The company intends to develop Lake Manitoba, from St. Laurent to Oak Point, as a summer resort.

W. P. Tierney, of Nelson, has been awarded a contract by A. R. Mann, president of the Northern Construction Co., for the building of ten miles of the Canadian Northern extension in the Fraser River valley.

The Canadian Northern Railway has applied to the Dominion Government for a charter for a railway to run from Edmonton to Bear River on the Portland Canal. The road will give the Canadian Northern a shorter haul to tidewater than the G. T. P. to Prince Rupert.

MACHINERY STEEL
NORWAY IRON
Large Stock of
All Sizes.
CLOSE PRICES
A. C. LESLIE & CO., LIMITED
MONTREAL

NICKEL
The Canadian Copper Co.

NICKEL FOR NICKEL STEEL
The Orford Copper Co.
WRITE US FOR PARTICULARS AND PRICES
General Offices
43 EXCHANGE PLACE
NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

ARE YOU WITH US FOR A SQUARE DEAL?

We are deliberately staking the future of The New Model Iver Johnson Revolver on the belief that retail hardware dealers will stand by the manufacturer who stands by them.

We believe that the retail dealer is entitled to a fair and uniform profit on every sale. Other medium-priced revolver manufacturers apparently believe that the dealer is entitled to no profit.

IVER JOHNSON SAFETY AUTOMATIC REVOLVER

is sold under patent license at a strictly maintained price. Price-cutters can and will be proceeded against. Your profit is assured.

All other medium-priced revolvers are sold at open prices with no fixed resale price. Result: The price to consumer on these open price revolvers is established by the biggest price-cutter —usually a department store that is satisfied with the cash discount for a profit. Uniform profits are impossible with open prices.

The New Model Iver Johnson is the finest revolver in the world and sells for what it is worth—other revolvers sell for what you can get. May we count on your support?

IVER JOHNSON'S ARMS & CYCLE WORKS
Factory and General Sales Office, 330 River Street, Fitchburg, Mass.
New York: 99 Chambers St Pacific Coast Representatives: Phil B. Bekeart Co., San Francisco, Cal.



Cutting Patterns in the Tin Shop

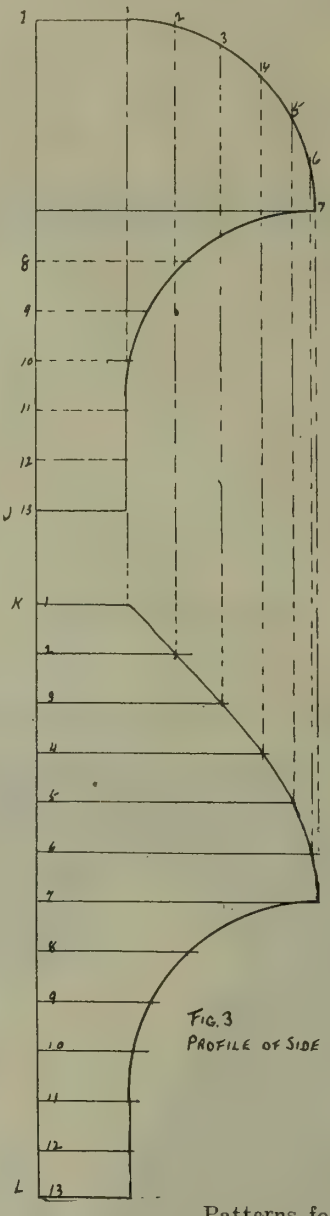
Readers of Hardware and Metal are Requested to Make Use of this Department—Questions Regarding Patterns Will be Answered by Experts—Discussion is Also Invited on Any Matter Pertaining to the Tin Shop.

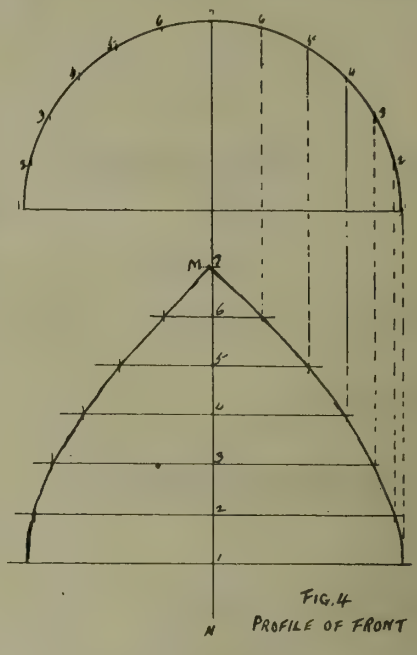
GAS STOVE CANOPY.

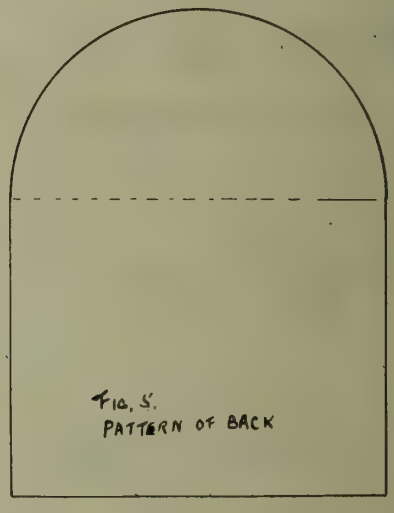
Fig. 1 is the side view of a gas stove canopy and Fig. 2 the perspective view. Draw profile as shown in Fig. 3, divide the top circle into equal parts as shown by small numbers and as the side will be straight divide the straight line of the back to get the lower half as shown by numbers. Continue the back line I J, Fig. 3, as shown at KL, on which lay out the stretchout. Take the distances from the profile as shown by corresponding numbers and draw measuring lines, and with the T-square parallel to the line I J of Fig. 3 and bringing it successively against the points in profile, draw lines to corresponding numbers. A line traced through the points thus obtained will give pattern of side.

To obtain the front draw profile of front and divide into equal parts as shown by small numbers in Fig. 4. Continue the centre line as shown at M N upon which lay out the stretchout in the usual way and draw measuring lines across. Then with the T square parallel to centre line M N Fig. 4 and bringing it successively against the points in profile draw lines to corresponding numbers and a line traced through the points thus obtained will give pattern of front as shown.

The back being straight, all that is required is to set dividers to half the height of front and describe a half circle to which add the length of the straight part of back as shown at Fig. 5. All edges to be allowed. W. J. R.



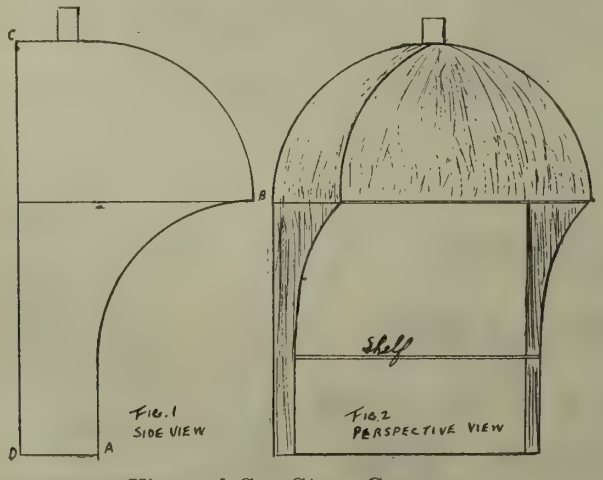




Patterns for Canopy for Gas Stove.

RADIATOR COMPANIES TO AMALGAMATE.

An effort is being made to obtain a charter to amalgamate the Expanded Metal Co., the King Radiator Co., the Dominion Radiator Co., all of Toronto, and the Taylor-Forbes Co. of Guelph, under the title of Steel and Radiation Co., Ltd., with a capital of $5,000,000. The idea is said to be to take over the Expanded Metal Co. and the King Radiator Co. at first giving them shares in the new company, and when this is done to gradually take over the plants of the other units. Mr. Taylor of the Taylor-Forbes Company states positively that his company is not in the combination, and Peter McMichael of the Dominion Radiator Co. emphatically states that so far as he knows the story is not true.



Views of Gas Stove Canopy.

The annoyance which bathers frequently experience of having water fill the ears may be obviated by the use of an ear plug which has recently been patented by a Los Angeles inventor. The plug consists of a rubber bulb, formed with a sleeve in which a tube is fitted provided at its outer end with a drum. The drum is covered with a waterproof diaphragm of silk and wire gauze. As the bulb is perforated, the plug does not interfere with the hearing. The two ear plugs are secured to the head by means of a strap similar to that used with head telephones.



No. 21

KNOW YOUR GOODS.

Know your goods. This is a fundamental business principle applying to all branches of the hardware trade, but especially to the paint department. Unless a merchant and his clerks have a thorough knowledge as to the quality and painting merits of the brand they handle, how can they interest a customer.

In these days when there are so many kinds of paints on the market, a purchaser is often undecided which brand to buy. Eventually attracted by the advertizing methods of a merchant, or because he has bought hardware from him, he buys his paint from the store in question. Now if the salesman shows that he knows something about the paint; if he speaks confidently as to the quality and interests the purchaser, any doubt that the latter may have as to the right brand to buy is at once set at rest. The salesman is enthusiastic, and the customer becomes enthusiastic also, and the latter goes away convinced that his judgment was right after all, while the store gets some of the reflected glory as well.

But take a case where the order is taken in a mechanical sort of way, and where no attempt is made to make the customer feel that he had done the wisest thing possible in entering the store. Doubts again begin to trouble his mind. He wishes now that he had thought a little more before buying that particular brand, and with this in his mind he is suspicious of the paint. Feeling this way probably no matter how fine the result of the painting may be, he will not be altogether satisfied with the result, while if through careless brush work or painting under wrong conditions the job turns out badly, then he is at once convinced that the paint is to be blamed. "I thought so," he says. "I should have bought the other brand." He makes no attempt to find out where the fault really lies, but for ever condemns the paint and the merchant for selling it.

Presuming that the customer is satisfied with his purchase in the first place, he is less inclined to blame the paint if anything goes wrong. He remembers the enthusiasm of the salesman, and it is sufficient to make him give the paint a reasonable amount of justice. He probably, therefore, drops in on the merchant with his complaint, thus giving the latter the opportunity of taking the matter up and clearing his paint in the eyes of the customer. There is the right way and the wrong way of using paint, and if a merchant cares

You can make more money and gain more reputation selling

ML PURE PAINTS

Because they are advertised, so your store gets the good of the advertising.

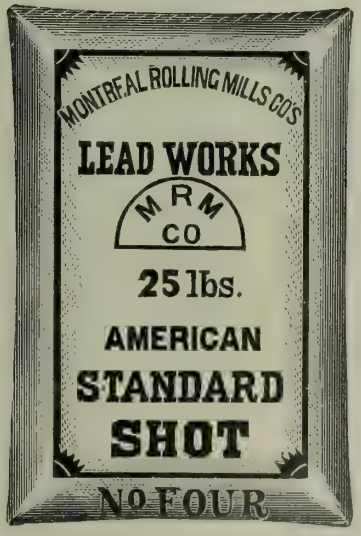
Because they cover better with two coats than the best of the other paints do with three.

Because they justify every claim you make for them when you talk to your most particular customer.

Imperial Varnish & Color Co., Ltd.
TORONTO

Samples tin (FREE color card, and special proposition for the asking. 6 Morse St., Toronto; 108 Princess Street, Winnipeg; 550 Beatty Street, Vancou er.

Always Uniform Round and True to size



Made in sizes 4 A to dust and Chilled 1 to 10

Shot is a profitable line to handle. Why not place your order now and have it in stock when wanted this fall?

THE MONTREAL ROLLING MILLS CO.
MONTREAL

for the reputation of his paints he will make as sure as he can that a customer does not misuse them.

In these days of exclusive agencies it is important that the merchant takes no chances. The reputation of the brand rests in his hands. If through want of knowing his goods and taking sufficient interest in them they get into bad repute, then not only does he kill this brand, but he also kills the reputation of the store for paint as well.

PAINT AND OIL MARKETS

MONTREAL.

August 12.—Both turpentine and linseed have been in the forefront this week, the former being advanced 1c and the latter 2c. There is already talk of $1 oil, and if the English market continues the way it is at present this is extremely probable. At the same time prices are advancing, business does not seem to be checked in any way, and for the season orders are coming in well.

Other lines are steady under a fair demand. Preparations are now well forward for the fall demand, but the real buying movement has not yet been felt. Still everything points to a very busy season, and one that will be above the average.

Turpentine—With none too much turpentine on the market, and reports as to the probability of a shortage in the South, turpentine strengthened 1c. The demand for the time of the year is very good, and there is no anxiety to make sales. We now quote 94c.

Linseed Oil—Linseed, following the English market, advanced 2c. The oil is being strongly held. Reports as to the supply of flax seed are all in favor of a continuation of the high prices. It is evident that there is to be no recession in high prices for some time to come, and $1 oil is now near at hand. The demand is very good considering the time of the year, and the high prices. We now quote 94c for raw and 97 for boiled.

White Lead—No special feature marks the white lead situation with the exception that the market is very firm in sympathy with linseed oil. Orders are good, and grinders are preparing for a heavy fall trade. We quote: Pure, $5.50 to $6, according to brand, f.o.b. Montreal.

Red Lead—The demand continues to be of a fairly active nature. All assorted lots contain orders for red lead. Prices are firm. We quote: Genuine red lead in casks, $4.75, in 100-lb. kegs, $5.25; less quantities at $6.25 per 100 lbs.; No. 1 red lead, casks, $4.25; kegs, $4.75, and small quantities, $5.75.

Varnishes—The good call for varnishes continues. All lines are feeling the movement, especially implement and household brands. The higher prices have not interfered with the demand in any way.

Putty—Good demand for putty continues. Evidently an active fall building season is anticipated. We quote: 100-lb. drums, $2.45; bladders, in barrels, $2.70.

TORONTO.

August 12.—A quiet feeling has developed this week and trading is somewhat slow. Manufacturers and jobbers are preparing for the fall, which is expected to show up well.

Not a single price change is noted. Turpentine showed an easier tendency last Saturday, but it recovered itself and all quotations remain at last week's figures. In rosin, the price has been extraordinary for the last month, but it now appears possible a break in the market may occur at an early date.

There is a little outdoor painting going on locally, and the near approach of the exhibition is starting some sign work.

Linseed Oil.—The price in Great Britain seems to have advanced again. There has been no change made locally. There is nothing definite known yet about the crop of flaxseed or the effect it will have on the market, but for the next thirty days there will be very little new oil produced. The Canadian West will put about the same quantity of seed on the market as last year. The acreage has been almost doubled, but the dry summer has cut down the crop nearly half. United States crushers will import Canadian seed again this year. This looks as if high prices will continue right through the fall. Raw oil in single barrels is yet ranging at a variety of prices—from 92c to 97c, with boiled 3c above these figures. The majority of houses are quoting 95c and 98c.

Turpentine.—There has been a little fluctuation, but the latest report is that all turpentine was bought up at Savannah and Jacksonville on Saturday last, within half a cent. of the highest point it has been this year. The local market remains unchanged, with prices running all the way from 94c to 97c for single barrels. The uncertain quotations of both linseed oil and turpentine is not making for a good firm feeling, and a couple of houses have withdrawn quoting, turning over orders to competing houses.

White Lead.—The easing off of the general paint business has brought fewer lead orders. Quotations remain for pure from $5.65 up, and from $5.25 up for No. 1. Red lead keeps steady around $4.75 for genuine. Trading is flat.

Glass and Putty. — Inquiry is good for glass, and sales are fair. Putty, too, is awakening, though not at all rushed. Bulk in casks is at $2.20, and bladders in barrels, $2.70.

Seasonable Lines.—Varnishes and interior paints are selling fairly well,



When a customer asks for the Best White Lead

if you wish him to have the one which for generations has been recognized as the world's standard, you will give him **BRANDRAM'S.**

B.B. GENUINE WHITE LEAD

By so doing, you will have a pleased customer, who will come back and send others to you.

While ordinary white leads are ground only two or three times, the **B. B. GENUINE** is ground **FIVE TIMES**, twice through French buhr mill stones, and once under an edge runner, then after adding the refined linseed oil, it is ground first between granite rollers and finally between chilled steel rollers.

This unusual care in grinding, added to the unique merits of corroding by the Brandram process, insures a White Lead unapproached for whiteness, fineness, body, covering power and durability.

Write us a post card, and receive prices and special White Lead pointers.

Brandram-Henderson Limited

Montreal Halifax
St. John Toronto
Winnipeg

PAINTS FOR ALL PURPOSES

A Great Line For the Dealer

It's much less work for the dealer to push one line of paint than it is a half dozen different lines. When the question of quality on one kind of paint is established it carries the supposition in the customer's mind that other kinds of the same make are just as good. And this is especially so of

The Martin-Senour Paints

For instance, one use of the **Martin-Senour Paint—100 per cent Pure,** is a recommendation to try the **Senour Floor Paint**—and it, in turn, gives such satisfaction that it suggests the use of other paints of the same make. All this without a word from the dealer. You should confine your efforts to one manufacturer's goods—don't scatter your shot, you'll make more money, too. Get our dealer's proposition and don't waste your energy trying to popularize a dozen different brands of paint for as many purposes. You'll find 'em all in our line. Write today.

THE MARTIN-SENOUR CO., Limited
Montreal Pioneers Pure Paint Chicago
The Winnipeg Paint & Glass Co., Ltd., Winnipeg
The Maritime Paint & Varnish Co., Limited.
Halifax, Nova Scotia



Cater for the Critical Decorator

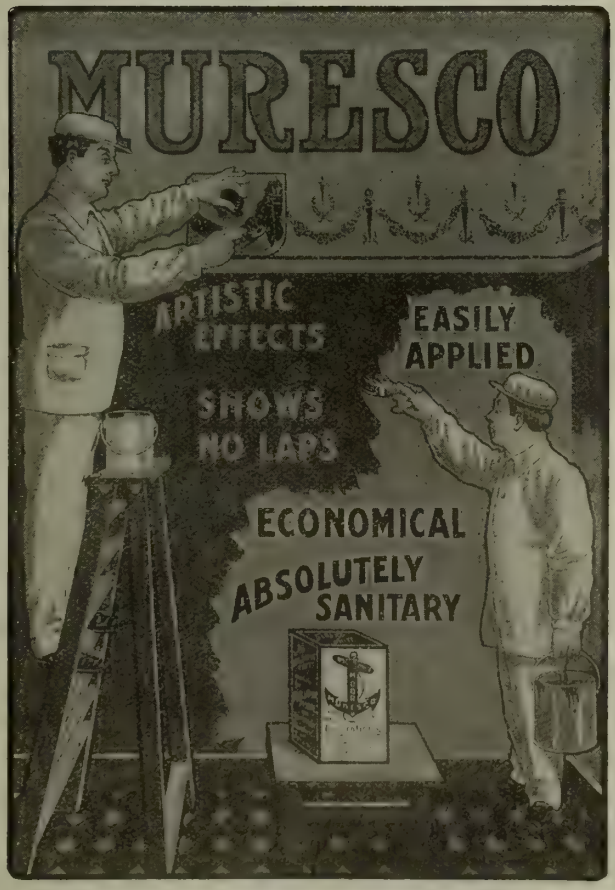
The painter who knows what a good WALL FINISH is, as well as the inexperienced consumer, are both loud in their praises of

MURESCO

THE BEST WALL FINISH

Exhaustive experiments have proved that, pound for pound.

Benjamin Moore & Co.
LIMITED



MURESCO

not only makes more material, but works more easily, covers better, goes farther, and produces more uniform, clear and beautiful effects than any other WALL FINISH in use.

"Muresco" will establish a foundation for the sale of your other lines, and yields a generous profit.

See to your stocks. There's no line "quite as good."

Send for color card and prices.

West Toronto
New York Chicago
Cleveland

though somewhat slower than in July. Brushes, glues and washes are also moving fairly well.

Petroleum.—Coal oil is being booked up for fall delivery, and even now deliveries of petroleum lines are good. Gasoline and benzine are moving splendidly. In fact all oils under the classification are brisk. Old prices are maintained.

INSTRUCTION OF ASSISTANTS.

Every man, says the Oil and Color Trades Journal, who has ever been in a large way of business knows too well the importance of obtaining fully qualified assistants; and, in fact, it may be taken as an axiom that success in any commercial enterprise of a scope greater than that of the "one-man show" depends almost entirely on the quality of the assistance which can be obtained. The successful man is generally he who has a faculty for finding and keeping first-class assistants. It is therefore not to be wondered at that the problem of educating assistants is one which is now occupying a prominent position in the doings of trade associations, not only because the men themselves may benefit, but because it is essential in the interests of the employer. The commercial world has been very slow to realize that the old methods of obtaining assistance in retail trade are practically dead. The days of the shop-apprentice are over. In the oil and color trades the articles dealt in are so diverse, and the technical knowledge required is so great, that it is utterly impossible to obtain an adequate grasp of the business by haphazard methods; and hence a regular system of instruction is the more necessary; but the trouble is how to establish a system and how to enforce instruction when it is established. It is hopeless to expect young people to give up their few hours of recreation to the study of trade. This is where a kindred trade association has recently made a mistake. Classes for study were established and certificates of efficiency arranged, with half-yearly examinations for the awarding the same; and it has been found that out of many thousands of possible candidates, those who actually came up for examination each half-year might be counted on the fingers of one hand. The oil and color trades will require to devise a more practicable plan if we are to provide accomplished assistants for the retail establishments. It seems probable that the work of study must be done, if done at all, in the employers' time. This may seem unfair to some employers, but it is not so unfair as it looks, because the employers as a whole will gain a good deal of the benefit resulting from enhanced proficiency on the part of their assistants. In the old days of apprenticeship the employer was supposed to devote a fair amount of energy and patience to the instruction of his apprentice; and hence it is not unreasonable to suppose that the modern employer should spare some of the time for which he pays in order that the assistant may be improved. Of course, technical classes will be necessary and occasional examinations with certificates of efficiency; but instruction should not be confined to technical subjects. Manners and the art of salesmanship are of equal importance; and these appear to have deteriorated a good deal under our modern systems of education. We believe that the future of retail trade will depend almost entirely upon a remodelling of our systems.

THE QUALITIES OF VARNISH.

The secret of a good varnish does not depend so much upon its composition as it does upon the manipulation of the gum and oil by the varnish maker; in fact, the heat treatment is the controlling feature in the production of a perfect varnish.

A varnish which is only partially cooked will undoubtedly work freely under the brush, but it will not hold its luster, nor will it wear well. The loss of luster or brilliancy is not, however, always due to an improperly cooked varnish. Varnish applied over a spongy coat of paint, or over paint not thoroughly hard, will invariably sink into the undercoat and become dull. It will be noticed in the painting of wagons that the same varnish applied over a green box holds its luster longer and better than that on the red gear. The reason for this is that the film of chrome green paint may be applied much thinner than the red lead and yet cover perfectly; consequently when the thin film of green is dry the thick coat of red lead, holding more or less oil, is only partially dry and still soft. Varnishes made of linseed oil have great penetrative power, while those made from wood oil have scarcely any; hence a varnish intended to be used over red lead or orange mineral should contain enough wood oil to prevent its sinking into the undercoat. It is only recently that China wood oil has been made a standard varnish oil, linseed having previously been used almost exclusively for the preparation of all the oil varnishes.

One of the tests frequently applied to a varnish to determine its quality consists in coating a piece of glass with the material and when dry submerging it in water; if the varnish film shows white the varnish is supposed to be poor. This test is misleading, as may be proven by coating a piece of wood with the varnish and laying a cloth saturated with water on the surface for twenty-four hours.

On glass nearly all of the long oil varnishes, especially those made with linseed, oil, will show white sooner than the varnishes containing more gum. Varnishes containing an excess of linseed oil will show "mud spots" much more distinctly than those containing an excess of gum.

It was supposed at one time that the white effect on a varnish surface caused by warm water was due to the resin present, but this is not always correct, as a cheap resin varnish made with wood oil and benzine may be made, with proper heat treatment, so that it is practically impervious to cold and hot water.

The stocks of the

CANADA PAINT COMPANY

are the largest and most comprehensive in the Dominion of Canada. The country North, South, East or West can be served economically and expeditiously from our manufacturing plants in Montreal, Toronto or Winnipeg. We invite comparison of our advertising matter. It is a powerful aid in drawing business to our mutual benefit. Our customers say that in purchasing from us they save time, freight and cash, as the

CANADA PAINT COMPANY

manufacture Linseed Oil and every

Varnish
Stain
Enamel
Paint
Color

and specialty used by the Painter, Decorator or Handicraftsman.

Please write or see the travellers of the

Canada Paint Company, Limited.

The Turpentine Market

Probably every Paint dealer is wondering what is to become of the trade in Turpentine. This is the time of the year the price should come down, but it goes steadily up.

When Pure Southern Turpentine goes over 90c what is to be done? Two things: Sell Pure Turpentine to those who want it, and sell a substitute to those who want something cheaper.

We keep both—so should you.

Ramsay's Turpentine Substitute

will do everything in paint that pure Turpentine will do, and do it just as well. If you doubt it, ask for a sample and try it. You can very soon find this out. It costs not much more than half the price, and you make money on it.

Write if you are interested.

A. RAMSAY & SON CO.
Estd. 1842 — The Paint Makers
MONTREAL

The Hardwaremen on the lookout for a really honestly-made paint will find

NEW ERA PAINT

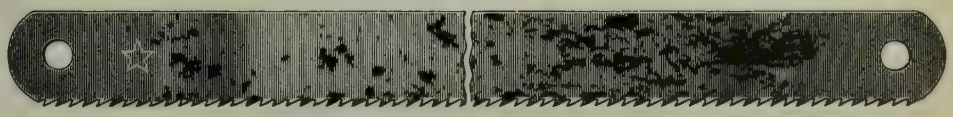
a genuine satisfaction-giver. It is warranted to cover more surface, to hold its color better and to last longer than any other prepared paint.

"New Era" Paint leaves a good margin of profit for the retailer.

WRITE FOR PRICES

Standard Paint & Varnish Works Co.
WINDSOR, ONT. LIMITED

STAR HACK SAW BLADES



Apparently no one questions the superiority of Star Hack Saw Blades and at our present figures there is absolutely no room to question the price.

They are equally good in hand frames or power machines. When used in a machine the feed should be adjusted to suit the stock being cut. The softer the stock the lighter the feed. Such treatment will prevent clogging of the teeth. Open your eyes wide and look at this list of prices:

6	7	8	9	10	11	1	inch
30	32	34	38	42	46	52	cents per dozen.

Notwithstanding the great reduction in prices, the quality of Star Blades has been improved.

MILLERS FALLS COMPANY 23 WARREN STREET NEW YORK, N.Y.



"PARAGON"
FIRE EXTINGUISHER

(Accepted by the Government Inspectors.)

Price, — — $12.00

LUDGER GRAVEL
Agent

26 Jacques-Cartier Square, :: :: Montreal

Your Profit and Reputation

demand a careful selection of Varnishes, etc.
We are makers and acknowledged leaders in

Architectural Finishes,
Carriage Varnishes,
Japans,
Enamels,
Wood Stains
and

LACQUERET
HOUSEHOLD LACQUER

A full range of our products will be found to fill all your requirements. *Made in Canada.*



INTERNATIONAL VARNISH CO. LIMITED

(Canadian Factory of Standard Varnish Works)

TORONTO

New York Chicago London Berlin Brussels 2383

N.B.—All goods are sold in Imperial Measure Packages.

THE

Dougall Varnish Co.

LIMITED

Montreal : : Canada

VARNISHES

OF FINEST QUALITY

FOR

RAILWAYS	PIANOS	CARRIAGES
BUILDINGS	FURNITURE	WAGGONS

ALSO

LINGERWETT

Varnish and Paint

REMOVER

Associated with Murphy Varnish Co., U.S.A.

Turn Your Losses Into Profits



Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog 15. Write to-day

S. F. Bowser & Co., Limited

66-68 Fraser Ave. - TORONTO

If you have an old Bowser and Want a new one, write for our liberal exchange offer.

Paint and Varnish Removers.

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	Name of Brand.
The Sherwin-Williams Co., Montreal, Canada.	**"Taxite"**
International Varnish Co, Ltd., Toronto, Canada	**"Klensa"**
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada	**"Expedite"**
British American Paint Co., Victoria, B.C.	**"Bapco"**
Mount Royal Color and Varnish Co., Montreal, Canada	**"Scrape-off"**
James Robertson Co., Ltd., Toronto, Canada	**"Robertson's Paint and Varnish Remover"**
Sanderson Pearcy Co, Ltd., Toronto, Canada	**"Devolite"**
Stewart & Wood, Toronto, Canada	**"Solvo"**
Martin-Senour Company, Ltd., Montreal, Canada	**"Martin-Senour Paint and Varnish Remover"**

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y.

BRANTINE FLAT VARNISH

produces the popular dull finish. Gives excellent satisfaction on doors, wainscotting and floors.

SCARFE & COMPANY

Head Office and Factory: BRANTFORD, ONT.

MONTREAL, QUE.—472 DELORIMIER AVE.
Phone Bell East, 442

WINNIPEG, MAN.—78 LOMBARD STREET
Phone Main, 9944



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN
IN THIS PAPER

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

BUSINESS CHANCES

$200—For sale, Old's gasoline engine, 8 horse power, 3 years old, in perfect condition. Apply to G. N. BOURQUE, Sherbrooke. (34)

FOR SALE—A good live business in plumbing, heating and tinsmithing in a good business town of 3,000. First-class surrounding country. Stock about $3,000. Box 222, Aylmer West, Ont. (35)

FOR SALE—Retail hardware business, established 20 years ago by Geo. B. Morris and conducted by the present owners for the last 4 years. In connection with the winding up of the existing partnership, the business is offered as a going concern. Correspondence invited. McMillan Bros., Guelph. (25tf)

HARDWARE AND TIN BUSINESS FOR SALE—Ontario town. Attractive business centre. Always strong trade conditions. Stock $14,000. Turnover $45,000. Terms easy. Full money payment not required. Would consider competent and desirable man for partner. Apply Box 998, HARDWARE AND METAL, Toronto. (25tf)

FOR SALE

FOR SALE—36-in. Folding Machine, new, at a bargain. Chas. Burkholder, Tilsonburg, Ont. (33tf)

FOR SALE—One full set of Tinner's Tools. Will sell all or any part of the set. H. W. Storey, Francis, Sask. (36)

FOR SALE—1 Carter 100-Light Acetylene Gas Machine, in good condition. Will be sold cheap, The Geo. Taylor Hardware Co., New Liskeard, Ontario. (30tf)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

AT LAST—A really practical pencil sharpener. The "Spiro" sharpener built on a new principle, positively does not break the lead. Ten blades. Sharpener lasts a lifetime. Every pencil user needs one. Your pencil sharp in a second. Ask your stationer or write us direct. A. R. MacDougall & Co., Canadian Agents, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

ANY MAN who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. In case of loss or delay prompt refund is arranged or new Order issued.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limted. Manufacturing Stationers, Toronto. (tf)

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

DISPLAY YOUR GOODS to better advantage by using up-to-date fixtures. We are specialists in planning stores and offices. Get catalogue "J." which contains illustrations of many new features and several handsomely equipped stores and offices. Jones Bros. & Co.. Ltd., 30-32 Adelaide Street W., Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

ERRORS AVOIDED, LABOR SAVED—Using the Shouperior Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet, perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full inquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

FOR THE MONTH OF AUGUST ONLY we offer some exceptionally good values in rebuilt Smith Premier Typewriters. Do not fail to write us for prices. They will astonish you; so will the high quality of the machines. THE MONARCH TYPEWRITER COMPANY, LIMITED, 98 King St. West, Toronto.

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

IF you have been afflicted with one of those Fountain Pens that won't write when you want it to, or leaks when you don't want it to, give it to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Company, Toronto, Sole Agents for Canada.

KAY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in Carpets, Rugs, Furniture, Draperies, Wall Papers and Pottery, with cash prices. Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

KEEP ACCOUNTS WITHOUT BOOK-KEEPING. Formerly accounting meant keeping books. Today you can keep accounts cheaper, better, quicker and more accurately by discarding all books and installing a McCaskey Account Register. Don't be skeptical—investigation costs nothing. Write to-day. Dominion Register Co.. Ltd., 100 Spadina Ave., Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto. (tf)

SAVE 50% OF COST of handling merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelorete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Ltd., 33 John St., Hamilton, Ont. (tf)

WHEN buying bookcases insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU DON'T buy a National Cash Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge Street, Toronto.

SILENT SALESMAN WANTED.

WANTED—Silent Salesman in good condition. Arthur Spratt & Sons, Inglewood, Ont. (33)

SITUATIONS WANTED

EXPERIENCED TRAVELER seeks re-engagement or would entertain responsible indoor position. A1 references. Box 1012, HARDWARE AND METAL, Toronto. (34)

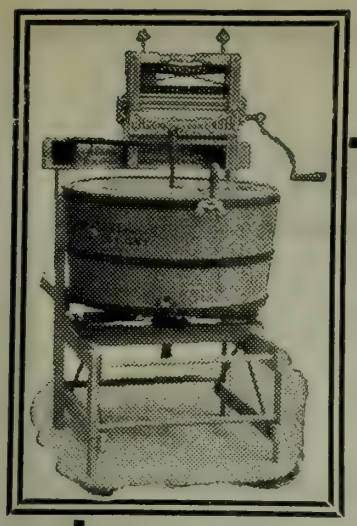
SITUATIONS VACANT

WANTED—Experienced salesman in some staple line to form brokerage company with young man with some capital. Address Box 1024, HARDWARE AND METAL, Toronto. (34)

WANTED—An up-to-date hardware clerk, one who understands window dressing and advertising. Apply to Drawer 544, Port Arthur, Ont. (34)

WANTED—Hardware clerk, apply stating experience, references, age and salary expected. Van Tuyl & Fairbank, Oil Springs, Ont. (33)

WANTED—An A1 man to take charge of a well established Winnipeg hardware, plumbing and heating business. Good salary. Would prefer a man with from $1,000 to $2,000 to invest in business. This is a splendid opportunity for the right man. Box 7, HARDWARE AND METAL, 511 Union Bank Building, Winnipeg. (26tf)



WASH-DAY

loses half its terrors if the housewife is doing her washing with

CONNOR

BALL-BEARING

WASHER

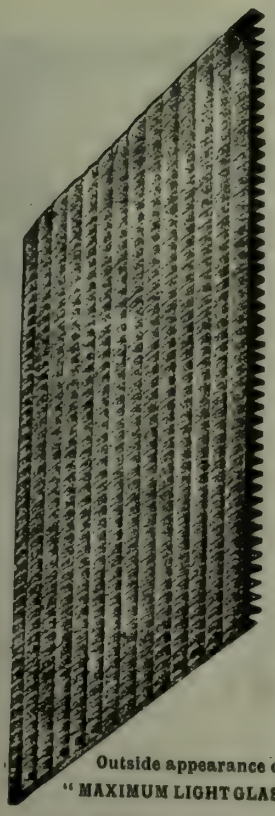
the newest and best machine for washing clothes. The tub swings on ball bearings, so arranged with springs that the washer **ALMOST RUNS ITSELF.** The boiling soap and water are forced through every thread and fibre of the clothes, cleaning them three times as quickly and much more effectively than by any other method. This machine has proved a ready seller and leaves a good margin of profit.

WRITE FOR DETAILS AND PRICES

J. H. CONNOR & SON, LIMITED OTTAWA



CABINET, TRUNK, SUIT CASE LOCKS
AND TRIMMINGS.
MISCELLANEOUS HARDWARE,
KEYS AND KEY BLANKS.



Outside appearance of
"MAXIMUM LIGHT GLASS."

MAXIMUM DAYLIGHT GLASS

This glass is far superior to the ordinary flat back prism. Sample and price mailed on request. Comparison will prove its superiority over all other light producing glass. Stocks carried at all our branches.

THORNE HOLD-FAST METAL BAR

Write for special catalogue and sample.

Hobbs Manufacturing Co., Limited

Offices and Warehouses

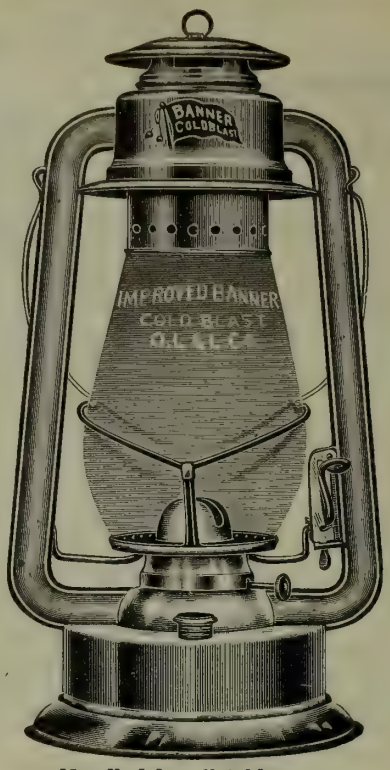
LONDON WINNIPEG MONTREAL TORONTO

"BANNER" 1910 Cold Blast Lantern

Comparisons may be odious

But!

Superior work



Compare OUR Lanterns with any in the market

always tells!

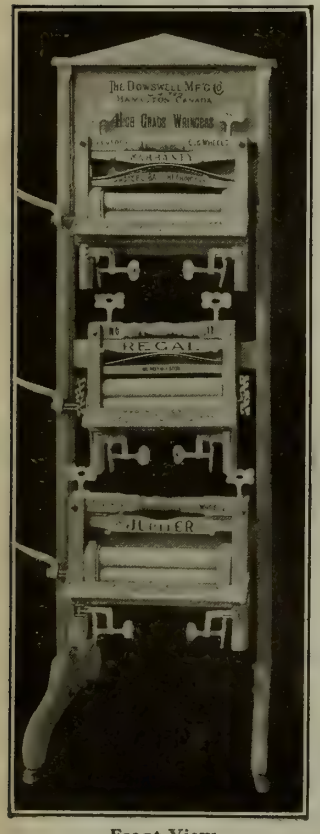
Handled by all jobbers

ONTARIO LANTERN & LAMP COMPANY, LIMITED

HAMILTON ONTARIO

ARROW BRAND

Clothes Wringers



Front View

Displayed on this Stand
make

Quick Sales

and

Satisfied Customers

It's a

Silent Salesman

that draws no Salary and never grows tired Showing Goods.

Write us for particulars.

Cummer - Dowswell, Ltd.

Hamilton, : : : Ontario

Eastern Agents:
W. L. Haldimand & Son,
Montreal

Western Agents:
H. F. Moulden,
Winnipeg



Back View

LONG LIFE METALS

YOU CAN MAKE MONEY BY HANDLING OUR DIFFERENT GRADES OF

BABBITT METALS

We co-operate with the dealer, and send out advertising matter in our mutual interest. Write for prices and be convinced. We also manufacture all grades of tinners' and plumbers' solders.

The James Robertson Company, Limited, Montreal Toronto St. John Winnipeg

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".



THE "FAVORITE" CHURN

is a good one every way you look at it. The barrel is of thoroughly seasoned hardwood, with trunnions balance bolted on. Stand is angle steel, very light, perfectly rigid and very strong. Has a most convenient hand and foot drive, and roller bearings for easy running. It easily BEATS ALL OTHER CHURNS in Canada as a seller. In fact, more "Favorites" are sold than all others combined. It's the churn that will pay you best. 8 sizes, to churn one-half to 30 gallons of cream.

David Maxwell & Sons, St. Mary's, Ont.



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Stanley Tools

STANLEY METALLIC PLUMBS AND LEVELS are so designed as to remain true under all ordinary conditions.

The metal cases in which both the Plumb and Level Glasses are set are machined to fit accurately the machined surface of the supports which are cast in the frame of the Level.

THE CASES are held firmly on the supports by means of the cone centers which engage each end of the case. The center lines of the cases and cones are eccentric. With this arrangement the Levels can be readily adjusted or new glasses inserted.

Only the very best of materials and highest grade of skilled labor obtainable enter into their construction, and they carry with them the guarantee of a Company which has been manufacturing high-grade Carpenters' and Mechanics' Tools for over half a century.

SEND FOR CATALOGUE.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

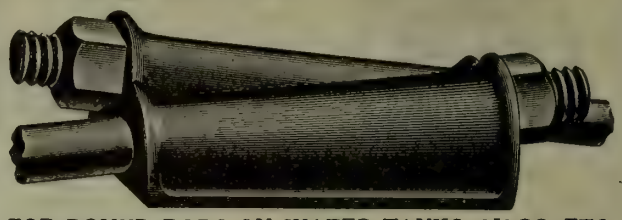


Special Display Case

Write for Price

THE MANUFACTURERS SALES CO., - Birks Bldg., MONTREAL

TANK LUGS



FOR ROUND RODS ON WATER TANKS, SILOS, ETC.

MALLEABLE IRON All sizes—⅜ inch to 1½ inch ready for immediate shipment

Also over-flow connections for wood tanks

OTTERVILLE MANUFACTURING CO.

OTTERVILLE, ONT. *Limited*

IT'S THE QUALITY *of* OUR BELTING

that we SELL, and it helps to sell it again.

How many times are you asked for some of the best belting? You should profit by handling a nice *assortment* of our various grades of belting. It's so easy to say the best, etc. It's easy to say it will last and that *we tan* the *belts* and select them from the best part of the *best hides*. We can prove it. *Let us do it for you.* There's money in *Belting, too.*

Anything in Leather Belting or Lace Leather.

To-day is the day to let us hear from you.

J. L. GOODHUE & CO., Limited

Danville, :: :: Que.

The most generously handled belting factory in Canada

Cap Screws, Set Screws, Studs

Special Milled Work

Cold Pressed Nuts

Uniform Product, Accurately Machined

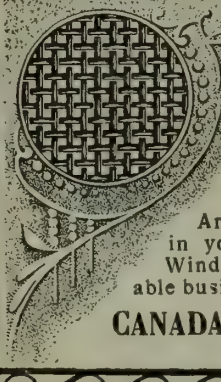
CANADA FOUNDRY COMPANY

LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*

ORNAMENTAL IRON WORK

WIRE CLOTH AND WIRE GOODS



WINDOW GUARDS

Are there any New Buildings in your neighborhood requiring Window Guards? This is profitable business. Send in your inquiries.

CANADA WIRE GOODS MFG. CO.

HAMILTON



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.



Summer Rubs!

It is during this weather that much polishing is done—door knobs, letter box slits, brass on boats, etc. Is your stock of

Royal Polishes

sufficient to meet all requirements?

If NOT, increase it to-day. Shipments very prompt.

ROYAL POLISHES COMPANY

MONTREAL

JOSEPH RODGERS & SONS,

SHEFFIELD, ENG. LMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK

GRANTED 1682

Sole Agents for Canada

James Hutton Company

Montreal

MORRILL'S NO. 3 & 4 SAWSETS



Fully Warranted

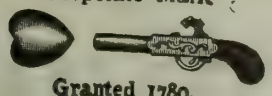
No. 3—for Cross Cut Saws, single tooth
No. 4— " " " Double "
No. 5— " Timber and Board Saws

These are the Standard Saw Sets used by the leading saw mills for cross cut, circular, timber and board saws.

CHAS. MORRILL, - 271 Broadway, NEW YORK

Jonathan Crookes & Son

Corporate Mark

Sheffield  **England**

Granted 1780.

SUPREME CUTLERY



For Sale by Leading Wholesale Houses

"VOL-PEEK"

GRANITE CEMENT

Mends all the holes in ANY Pot or Pan.

Made of harmless, non-poisonous materials. Invariably effective. Easily applied. Quick and profitable seller.

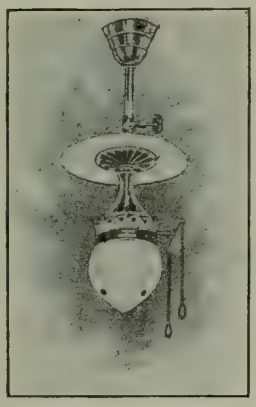
Send for a trial lot



H. NAGLE & CO., Montreal, Sole Manufacturers

Agents:

N. A. Bedard & Co., Montreal, Agents for Province Quebec.
Watson & Truesdale, Winnipeg, Agents for Manitoba and Sask. (Regina excepted).
C. E. Jarvis & Co., Vancouver, Agents for British Columbia, Edmonton and Calgary.
H. P. Cowan & Co., St. John's, Nfld., Agents for Newfoundland.



A PULL TURNS ON THE LIGHT

Better than electricity or city gas, cheaper than coal oil or candles. Steady, white, brilliant; ¼ cent per hour for 500 candle power.
Lighted or extinguished by a pull of chain and regulated to any desired candle power in the same way.
Absolutely Safe, permitted by all insurance companies. **More Light Means More Business.**
Delivered ready for any one to install.
Write now for circular and special price to merchant direct.
For stores, homes, churches, hotels, etc. First class agents wanted.

MACLAREN & CO.
Gasoline Lighting Systems
MERRICKVILLE, ONT.

You Will Save Money
By Using

"Neptune Unrivalled"
Patent Steel Fencing Wire

and

"IGEL" BARB WIRE

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft Carlswerk, M. E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

ENGLISH GLUES

Over fifty years' experience in the manufacture of

Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc., on application.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 **Appley Bridge, Wigan, Lancs., England**

PRESSED STEEL HINGES
OF ALL DESCRIPTIONS.

TEES, BUTTS,
X GARNETTS
&c. &c.

HINGES

WRITE FOR LISTS & DISCOUNTS TO THE
LONDON PRESSED HINGE CO.
MILLWALL DOCKS,
LONDON, ENGLAND.

RIVETS

IRON—COPPER—BRASS

Tinned, Coppered or Plated Finishes

Every Shipment Guaranteed. Prompt Delivery

Get our quotations before buying

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

We also do JOB PLATING

PLYMOUTH ROPE

"The Rope You Can Trust"

WHEN you wish to be very, very sure of getting good Manila Rope perhaps you say, "Must be made from high grade long fibre Manila hemp," or some such other long phrase to show that you really expect to get something good. An easier way is to simply specify "PLYMOUTH," which covers all you could possibly say in describing a good rope.

PLYMOUTH Manila is made in only one grade, so there is no danger of mistakes or confusion.



Order PLYMOUTH and notice the ship trade mark on the coils.

INDEPENDENT CORDAGE CO., LTD.

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at TORONTO, ST. JOHN, MONTREAL, WINNIPEG, HALIFAX, VANCOUVER

WRIGHT'S "Anti-Rust" Kitchen Utensils

Rustproof, Sanitary and Durable



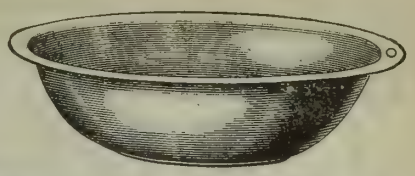
"Anti-Rust" Pie Plate

X.X.X.X. Double Coated Stock.

Inches - - - - - 10

Made at HAMILTON Canada

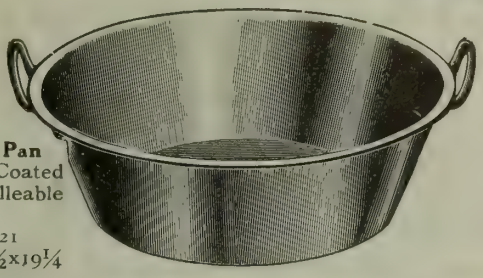
Write for Prices



"Anti-Rust" Wash Bowl

X. X. X. X. Double Coated Stock.

Inches - - 13½



"Anti-Rust" Dish Pan

X.X.X.X. Double Coated Stock, Heavy Malleable Handles.

Quarts 14 17 21

Inches 4½x16¼, 4½x18¼, 5½x19¼



"Anti-Rust" Dipper

X.X.X.X. Double Coated Stock.

Quarts - - - - - - 2

Inches - - - 5¾ x 3¼

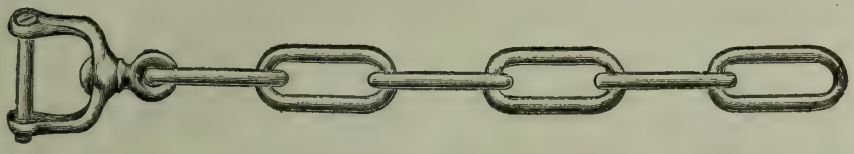
E. T. WRIGHT & CO.

(H. G. WRIGHT)

HAMILTON, CANADA

Winnipeg Distributors—Merrick-Anderson Co., Winnipeg, Man.

Electric Welded



Highest Quality

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

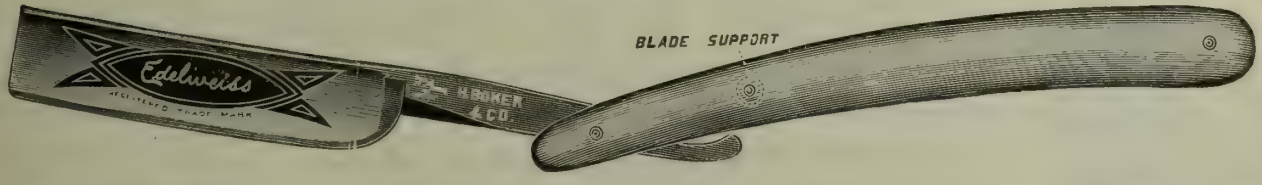
Coil Chain ***Logging Chain*** ***Heel Chain*** ***Loading Chain*** ***German Coil*** ***Halter Chain*** ***Tie Outs*** ***Cow Ties***

McKINNON CHAIN COMPANY

BUFFALO, N.Y. ***ST. CATHARINES, ONT.***

H. Boker & Co.'s "Edelweiss"

WITH BLADE SUPPORT



The usefulness of this Blade Support is when you close the blade of the razor it so fits underneath the tang that you cannot by mistake close your razor too far, preventing you from ruining your blade. It also keeps the handle from coming in contact with the blade, holding and keeping the keen edge as when it leaves the factory.

For Sale by all Leading Wholesale Hardware Houses

A STRONG, YEAR-ROUND SELLER!

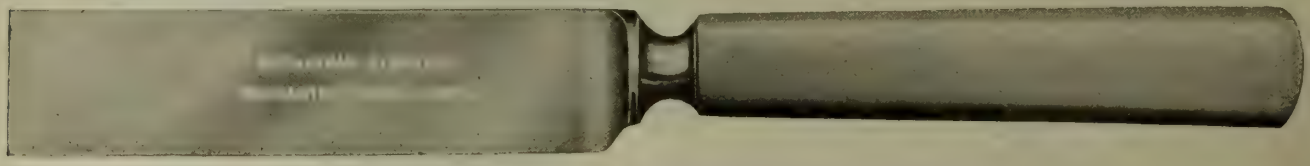
Our Special Celluloid Oval Handle

DESSERT AND TABLE KNIVES

The best value in Celluloid Knives on the Market! Put up in racked boxes of 1/2 dozen.

The McGlashan-Clarke Co., Ltd. **Niagara Falls, Can.**

Agents:—J. Mackay Rose, 88 McGill Street, Montreal, Que; N. F. Gundy, 61 Albert Street, Toronto, Ont; David Philip, 291 Portage Avenue, Winnipeg, Man.



Building Papers
FOR ALL PURPOSES

We can give you the best possible value in

Tarred Felt
Roofing Papers
3-Ply Ready Roofing
Coal Tar and Roofing Pitch
P. & B. Cold Storage
Insulating Papers

WRITE US FOR QUOTATIONS ON THESE GOODS

We want you on our list of customers, if you are not already there.

LOCKERBY & McCOMB, Ltd., 65 Shannon St., Montreal



Peerless Freezer Sold Everywhere Universally Successful

Easy to grind as a watch to wind

PEERLESS FREEZER

Favorite with Women. Freezing in Three Minutes. Advertising Claims Proven in the Use.



Dana Food Chopper



Dana Mop Wringer takes a woman off her knees

THE DANA MFG. CO., CINCINNATI, O.



PUSH is better than PULL

in the hardware business.

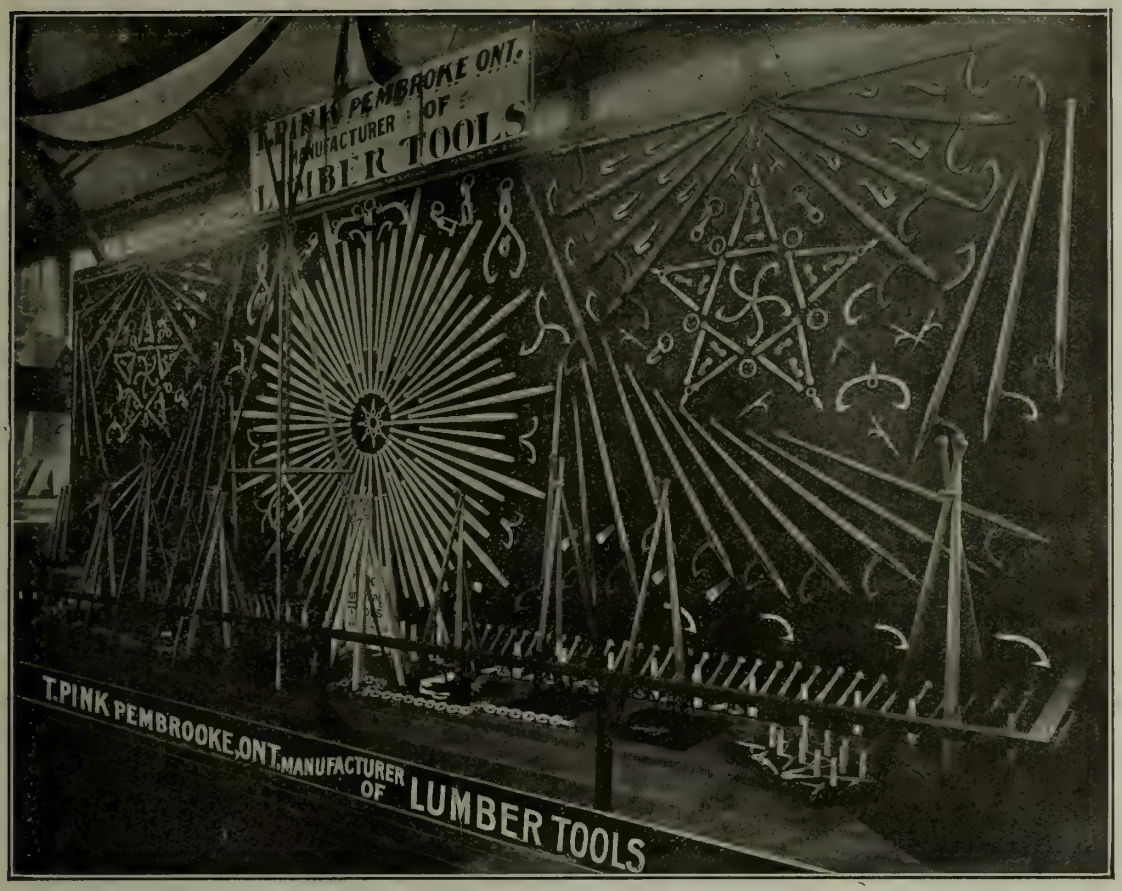
The man who pushes a first-class line is bound to get the business. That's why so many discerning hardwaremen are devoting considerable time and attention to the McFarlane & Douglas line of

Metallic Ceilings and Walls

There isn't another line in your stock so chock full of selling points. It appeals to people on the grounds of economy, health and beauty. It should appeal to you on the ground of immediate and continuous profits.

Get our catalog. A postal card will bring it to you by return mail.

McFARLANE & DOUGLAS, Limited
OTTAWA, - ONTARIO, - CANADA



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

You Can Drill for Less Money

with the



"Hercules" High Speed Twist Drill

Than any other, because it is **TWISTED** while hot from the latest improved **VANADIUM HIGH SPEED STEEL**, giving it great strength and toughness.

TRADE W B MARK

It will take an exceedingly **HEAVY FEED** without danger of breakage and will give more service for the money than any other High Speed Twist Drill.

TRADE W B MARK

Fitted with Taper Shanks, usually one size larger than regular, therefore no special chucks or sockets are required.

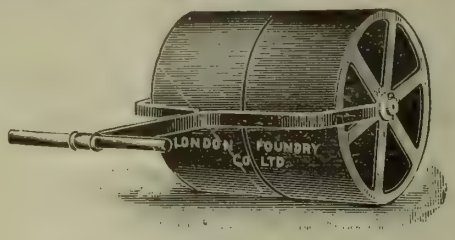
We Carry the Largest and Most Complete Line of Twist Drills in Canada and Make Instant Shipment.

The Whitman & Barnes Mfg. Co.

ST. CATHARINES, ONTARIO

HAND ROLLERS

Just the Thing for Rolling Lawns



Two Section Hand Roller

Made entirely of cast iron and steel, with 2-inch axle on which revolve two cast iron drums, each 12-inch tread and 22-inch diameter.

One Piece Hand Roller

18-inch tread and 26-inch diameter.

Water Ballast Hand Roller

36-inch tread and 30-inch diameter.

Write for Catalogue and Prices

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA

Tea and Coffee in Perfection!

Everybody drinks more or less Tea and Coffee, and there is no method known of making such perfect Tea or Coffee as brewing it in our

HYGIENIC Coffee Percolator



It is furnished with our new Monarch Regulating Lamp, and is handsomely finished.

A line you can handle most profitably.

Write for our new Illustrated Catalogue.

The Buffalo Mfg. Co.

BUFFALO, N.Y.

Canadian Representatives

H. F. McIntosh & Co.

28 Toronto Street

TORONTO



Pilkington's 'ARCTIC GLASS

A NEW design of figured rolled Glass that looks like a sheet of Crystal Ice. Its pleasing irregularity of pattern and rich appearance make it most attractive for Office, Showroom and Domestic glazing, or wherever privacy and the utmost light is required. It is easily cleaned. Made WHITE and TINTED in large sheets. Stocked at all our Canadian depots.

Samples and Prices on application.

PILKINGTON Bros. Ltd.

MONTREAL, TORONTO, WINNIPEG and VANCOUVER, B.C.

Works :—ST. HELENS, ENGLAND.

R.D. 1909

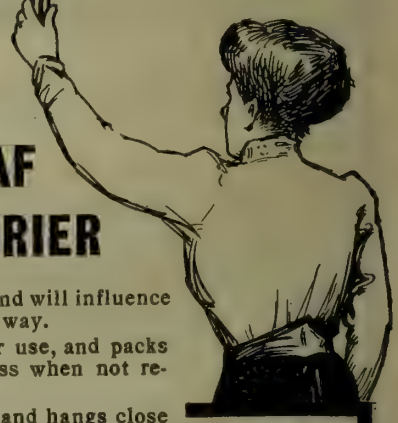


The Socket is attached to the ceiling. The DRIER may be unscrewed and placed on one side whenever desired.

Labor-Saving Devices Sell!

Here's a dandy, the

MAPLE LEAF CLOTHES DRIER



Saves time and toil, and will influence other family trade your way.

Instantly adjusted for use, and packs away into small compass when not required.

Is neat in appearance and hangs close to the ceiling—the hottest part of the room.

A line with big profit possibilities. Try a dozen. Send for prices and leaflet to-day.

RONALD MacMASTER, - Vancouver, B.C.

Ontario Sales Agents: STEWART & CO., 122 Wellington St. W., Toronto

The AYLMER



Branch Pipe Double Acting Force Pump fitted for Windmill or Hand use.

New Adjustable Base and Union Spout. This pump is adapted for any and all wells from a 5 5/8 inch hole up and any depth well up to 100 feet. These Pumps are fitted with Brass Upper Cylinders, Expansion Plungers, Steel Bolts, and large Airchambers. They are our best and latest goods.

Manufactured only by

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

CHANCE'S FAMOUS FIGURED GLASS

To Architects, Builders and Contractors we will send, on request, a sample box of the famous Figured Glass manufactured by

CHANCE BROS. & CO., Ltd.
Near Birmingham, England

Samples include Figured, Muffled and Rolled Cathedral Glass, in a variety of patterns and tints.

Write now—you'll probably find among these samples just the glass for which you have been looking.

ADDRESS THE CANADIAN AGENTS

B. & S. H. THOMPSON & CO.
LIMITED

381 ST. PAUL STREET, - - MONTREAL

NEWHOUSE TRAPS



THE NEWHOUSE is the best trap made.
Used by professional trappers.
Every trap warranted Sure to Go and Sure to Hold.
Furs are bringing high prices. Trappers are planning bigger lines of traps than ever. This year will be the largest trap year the trade has ever had. Be sure to have complete stocks this Fall. Get your share of this trade. Specify now.

ONEIDA COMMUNITY, LTD.
NIAGARA FALLS, ONT.

THERE'S NO DANGER

IN OPERATING A

"Monitor" Acetylene Gas Generator

(Canadian Patent No. 118217)

You can recommend it with confidence—it is the ideal lighting plant. Some of the leading features are: perfect action, uniform gas pressure, simplicity, easy and safe to recharge. Saves time, money and eyesight. Fire Insurance Underwriters approve of it—proof positive of its safety.



Get after likely customers in your district. This will prove a profitable proposition for you. Investigate!

Write for our catalogue.

The Monitor Manufacturing Co.

Department "E"

FREDERICTON, N.B.

Use Our Building Paper and Common Sense and all the ills of your house and outbuildings as to COLD and HEAT will be modified. That is the way you can talk to your customers when they tell you their building worries. Our **Ready Roofing, Tarred Felt, Sheathing and Wrapping Papers** are unique. They have held the trade for years and to-day are in stronger favor than ever.

That is sound dealing.
No other kind wins to-day.

THE ROOFING HOUSE OF CANADA

ALEX. McARTHUR & CO., Limited

82 McGill Street **MONTREAL**

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial,genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal.—Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb.

Lion Metal Co., Montreal. — Lion Extra, 60c.; Genuine, 50c.; Crown, 40c.; Antifriction, 30c.; Special, 25c.; "A," 20c.; "B," 15c.; "C," 12c.; Mag Metal, 10c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates. 3-16 inch.....	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb.....	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER	Per 100 lb.	
Casting ingot.....	13 50	13 50
Cut lengths, round bars, ½ to 2 in. .		21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..		23 00
Plain, 16 oz., 14x48 and 14x60.....		22 00
Tinned copper sheet, base.....		24 00
Planished base.....		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1....		20 00
" No. 2....		19 50
Middlesboro, No. 3 pig iron..	17 75	20 00
Summerlee, No. 2 " ..	20 25	22 50
Carron ,special.....	20 00	....
Carron, soft.....	19 75	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow.....	17 75	20 50
Glengarnock.....	....	22 50
Radnor, charcoal iron.....	32 00	32 50
Ayresome, No. 3.....	18 75	....
Ferro Nickel pig iron (Soo)....		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...		27 50
Angles.....base	2 50	2 50
Common bar, per 100 lb.....	1 90	2 05
Forged iron	2 05	2 20
Refined "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel.....	1 90	2 15
Sleigh shoe steel.....	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)....	2 25	2 25
Beeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 40	2 50
Mining cast steel.....	0 07½	0 08
High speed.....	0 65	0 65
Capital tool steel.....	0 50	....
Cammell Laird.....		0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	0 06½	....
Silver tool steel.....	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch.....	....	0 06
⅞ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets.....	2 40	2 60
All bright, 52 sheets.....	3 50	3 50

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52.....	4 45	4 45	4 35
60.....	4 70	4 70	4 60
20x28x80.....	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20....	3 60	3 35	3 60	3 60
22-24....	3 65	3 40	3 65	3 65
26.....	4 05	3 80	4 05	4 05
28.....	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 25 cents extra.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 "	3 85	3 50
28 " (26 English).	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35: 18 x 36, $3.50.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 10½
Light copper bottoms	0 09½	0 09½
Heavy red brass....	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass.....	0 06	0 06½
Tea lead.....	0 02½	0 02½
Heavy lead.....	0 02½	0 02½
Scrap zinc	0 03	0 03½
No. 1 wrought iron	12 00	10 00
Machinery cast scrap, No.1	16 00	14 50
Stove plate.....	12 50	13 00
Malleable	9 00	8 00
Miscellaneous steel	5 00	6 00
Old rubbers....	0 09½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 50	3 75
Imported pig, per 100 lb.....	3 75	3 85
Bar pig, per 100 lb.....	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll...	5 00	5 00
Sheets, 3 to 6 lb. ft.....	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 20	0 20
Wiping	0 18½	0 19

SHEET ZINC.		
5-cwt. casks	6 75	6 75
Part casks.....	7 00	7 00

SPELTER.

Foreign, per 100 lb 5 75 5 75

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $35 25 35 00

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C,14 x 20 base	$5 50
IX, 14x20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

'Dominion Crown Best"—Double Coated, Tissued.

	Per box
I C, 14 x 20 base.....	5 50 5 75
I X, 14 x 20 "	6 50 6 75
IXX 14 x 20 "	7 50 7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base.....	4 25
I X, 14 x 20 "	5 00
I XX, 14 x 20 "	5 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs.	
" 14x60, "	.... 6 75
" 14x65, "	

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25 7 50
" " 26 "	.... 8 00

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6′′ to 11′′, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal, London.

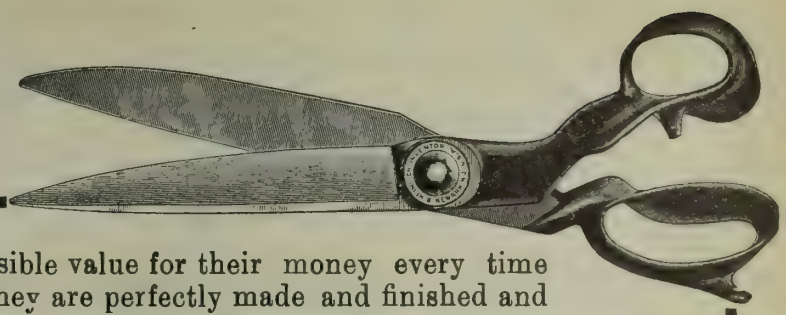
COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18 $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21 $7! — No. 22, $7.30 — No. 23, $7,65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27 $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 35c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging papering, 10c

HEINISCH
TAILORS' SHEARS



You give your customers the greatest possible value for their money every time you sell a pair of Heinisch Shears. They are perfectly made and finished and have an exceedingly keen cutting edge. Heinisch Shears will give your customers unbounded satisfaction. Sold by all jobbers.

Tailors' Shears, Trimmers, Scissors, Tinners' Snips.

R. Heinisch's Sons Co., - - - - - - Newark, N.J., U.S.A

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs.. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb. — Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

	Montreal	Toronto
In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks	per lb.
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of lead		0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow "	0 18
Golden ochre "	0 11
French " "	0 09
Chrome green "	0 11
French permanent green "	0 15
Signwriters' black "	0 17
Marine black, 25 lb. irons	0 05

GLUE.

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Brantford all-round glue, ½-lb. packages, 10c.; ¼-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 19½	0 19½
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb., "	0 23½	0 23½
Tins, 1-lb., 100 in case	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	1 70
Canada Paint Co.'s pure	1 60
Globe house paint (Windsor)	1 25
"New Era" house paint (Windsor)	1 35
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson's "English"	1 60
Ramsay's paints, Pure	1 40
" Thistle	1 10
Martin-Senour 100 p.c. pure, base	1 70
Senour's Floor Paints, base	1 35
Jamieson's "Crown and Anchor"	1 50
Jamieson's floor enamel	1 75
Island City pure paints	1 50
Sanderson Pearcy's, pure	1 40
Robertson's pure paints	1 40

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 45
Bladders in bbls	2 70

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Prime white petroleum per gal	0 13	
Water white "	0 15	
Pratt's astral "	0 17½	
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls	0 19	
Benzine, per gal single bbls	0 17	
Turpentine, single barrels	0 94	0 95
Linseed Oil, " raw	0 94	0 94
" " boiled	0 97	0 97

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		5 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
" No. 1		0 95
" union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps brown japan		1 60
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 85
Benzine black japan		0 75
Crystal Damar		2 50
No. 1		2 25
Pure asphaltum		1 40
Gilloloth		1 50
Lightning dryer		0 85
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's. white enamel		3 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25
Island City Dreadnought Finish		2 50
C.O. Co's. Permanite, interior		2 00
" Herculo, exterior		2 50
" Reflex, floor		2 25
" Japanite Dryer		1 25
Stovepipe varnish, ½ pints, per gross		3 00
Pure white shellac varnish, in barrels		1 75
Pure orange " " "		1 70
No. 1 orange " " "		1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 25	6 40
Elephant Genuine	6 25	6 40
Lily Pure	5 75	5 90
Tiger Pure	5 55	5 70
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		5 50
Brandram's B. B. Genuine	7 00	7 15
"Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 50	5 65
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 75	5 90
Island City pure lead	5 75	5 90
Sterling C.P.		5 75
" Decorators		5 26
Sanderson Pearcy's		5 75
Robertson's C.P., lead	5 50	5 65
Decorators' Pure	5 75	5 90

No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½	
Buckworth, per lb	0 10½	

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 50
Double strap hangers, doz. sets		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		6 50
" " rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in (100 ft)	3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent
" " ⅝ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅝ and less	60, 10 and 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅝ and less	60 and 10
" " 7-16 and larger	55 and 5
Coach Screws, new list	75
Nuts, square, all sizes, 4½c. per lb. off	
Nuts, hexagon, all sizes, 4½c. per lb. off.	
Stove Rods per lb., 5½ to 6c.	
Stove Bolts, 90	

Amatite ROOFING

"Easy to sell because consumers want a Roofing that needs no Painting."

IF *you* do not sell Amatite Roofing in your territory soon somebody else will, because there is a constantly increasing pressure from the consumer.

We are spending $100,000 on advertising annually to make this demand.

We are teaching the consumer to demand a roofing *that does not need painting.* The day of the "Paint-me-often-oids" is past. People everywhere are asking for the roofing with a *mineral surface* which will need no care.

Amatite costs no more than roofings that need continual painting. The customer gets 100% more value in a dollar spent on Amatite than on any of the old-fashioned so-called "rubber" or "gum" roofs. Send along your order.

The Paterson Manufacturing Company, Ltd., Montreal, Toronto, Winnipeg, Vancouver, St. John, N.B., Halifax, N.S.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	6 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarredwool roofing felt, per 100 lb.	1 90
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 70
3 " " " "	95
2 Ply complete, per roll	1 15
3 " " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BINDER TWINE.

500 feet, sisal	0 07½
500 " standard	0 07½
550 " " manilla	0 07¾
600 " "	0 08¼
650 " " "	6 09

Car lots, ½c. less; 5-ton lots, ¼c. less Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, 45 p.c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.
Crescent brands, 70 per cent.

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 60	1 7
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in , doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	3 00
3 " " "	3 65
4 " " "	4 80
5 " " "	6 60
" "	8 00

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 nch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEONS

Canadian, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 75
10 " " "	3 00
12 " " "	3 50
15 " " "	5 00

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent,
Galvanized washtubs, 45 per cent.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz , doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½ inch, per gross	8 00
" " ¾ " "	10 00
" " ¼ " "	12 00
Leather, 1-inch, per doz.	4 00
Leather, 1½ " "	5 20
Web	2 45

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net		7 25
" " 5-in. "		7 00
" " 6-in., "		6 75
" " 8-in.,		6 50
" " 10-in. and larger		6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in. per 100 lb.	4 50
over 12 in. "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $8.40; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

¼ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern. No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4.10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 30 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30

Spiders and fry pans, 50 and 5 p.c.

Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

Toasters, 50 p.c
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 11ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast	per doz. 6 75
Lift Tubular and Hinge Plain.	" 6 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.10; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $5 10; do., 4 knives, $6 25; 9 in. wheel, 3 knives, 12 in. sizes, $6 75; do., 4 knives, $7 25; 10½ in. wheel, 4 knives, 12 in. sizes, $8.50; ball bearing, do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1¾—1¾ inch	2 75
2—2½ inch	2 65
2¼—2¾ inch	2 50
3—3½ inch	2 45
3¼—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33½ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb.	4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 42½.
"Singalese" and "Alaska" Nevada silver flatware, 42 p c.



"The Razor of Quality"

We can call our Razors by no name which describes them more aptly than this. They make shaving a pleasure and give absolute and perfect satisfaction.

Clauss Razors and Shears

are a profitable line to handle because they invariably give satisfaction. Why not prove this statement for yourselves? Send for our catalogue.

Clauss Shear Company

169 Spadina Ave.
TORONTO

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
8, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pitts, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Gillette Safety, each		3 75
Clauss Razors and Strops, 50 per cent		
Ever Ready Safety		9 00

ROPE AND TWINE.

Sisal rope	0 09
Pure Manilla rope	0 10½
"British" Manilla	0 08½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Sisal bed cord, 48 feet, per doz.	0 65
" " 60 feet, "	0 80
" " 72 feet "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine per lb.	0 33 0 45
Staging "	0 27 0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	3 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 30 lbs	1 40

SASH CORD.

No. 8, per lb. 0 34½

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

SCYTHE SNATHS.

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
" iron, per doz.	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's	per doz. 0 65	1 00
North Bros., No. 30	per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks	00

STAPLES

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co's, 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch "	7 50
Nestable, 45 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common, per doz.	1 22
7-inch "	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p.c.	

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		8 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	22 00
" under 40 lb., "			24 00
200 lb. and over			28 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch poi shoe rivets, 45 and 10; cheese box tacks, trunk tacks, 80 and 20; strawberry box tacks, and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 24
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1321	1 25
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Omeida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 90

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz.	73 75
Square "	77 50
Dowswell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, mproved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer 20 per cent.	172 50

WRINGERS

Royal Canadian, 11 in., doz.	46 25
Improved Royal Canadian, 11 in.	48 75
Eze, 10 in., per doz	47 25
Bicycle, 11 inch	58 25
Trojan, 12 inch	101 50
Challenge, 3 year, 11 in	49 75
Ottawa, 3 year, 11 in	56 00
Favorite, 5 year, 1 in 20 per cent.	57 60

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in.	1 00
" " " 36 in.	1 25
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shove handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHER

Canadian, 50 per cent.

INDEX TO ADVERTISERS

Allan Hills Edge Tool..... 10
American Shearer Co..... 24
Anthony, M. B..... 24
Anti Splash Filter Co..... 24
Armstrong Bros. Tool Co..... 28
Atkins, E. C., & Co..... 10
Atlas Mfg. Co..... 24
Autolock Safety Cock and Bolt Co..... 9
Aylmer Pump and Scale Co..... 65

Banwell Hoxie Wire Fence Co..... 23
Barrett, W. L..... 24
Barker & Co., D. J..... 20
Barnett, G. & H. Co....outside back cover
Beath, W. D. & Son..... 12
Boker, H. & Co..... 61
Bosse & Banks..... 24
Bowser, S. F., & Co., Ltd..... 56
Brandram-Henderson, Ltd..... 48
Buffalo Mfg. Co..... 64
Burrow Stewart & Milne Co., Ltd..... 14
Butterworth Foundry Co..... 14

Cameron & Campbell..... 24
Canada Bolt and Nut Co..... 12
Canada Cement Co..... 21
Canada Foundry Co..... 58
Canada Glue Co..... 6
Canada Paint Co..... 50
Canada Screw Co..... 72
Canada Steel Goods Co..... 8
Canada Wire Goods Mfg. Co..... 58
Canadian Copper Co..... 45
Canadian Ferrosteel Co..... 21
Canadian Heating & Ventilating Co..... 19
Canadian Sales & Mfg. Co..... 25
Canadian Hart Wheels..... 24
Cartland & Son, Ltd. Jas..... 20
Carver File Co.....outside back cover
Caverhill, Learmont & Co..... 5
Chadeloid Chemical Co..... 53
Chance Bros..... 65
Chicago Spring Butt Co..inside back cover
Clare Bros. & Co..... 18
Clare, Little & Co..... 24
Clauss Shear Co..... 69
Collette Mfg. Co..... 25
Collins Mfg. Co..... 25
Connor, J. H., & Son..... 55
Copp, W. J., Sons & Co..... 43
Corbin Cabinet Lock Co..... 55
Covert Mfg. Co..... 25

Crookes, Jonathan, & Son..... 59
Cummer Dowswell, Ltd..... 56

Dana Mfg. Co..... 62
Davidson, Thos., Mfg. Co..... 8
Directory of Manufacturers.....24 25
Disston, Henry, & Son..... 9
Dominion Cartridge Co..... 30
Dominion Wire Mfg. Co..... 27
Dorken Bros..... outside front cover, 61
Dougall Varnish Co..... 52

Ford Auger Bit Co..... 58
Frothingham & Workman, Ltd..... 4

Galt Art Metal Co..... 26
Gibb, Alexander..... 24
Gilbertson, W., & Co..... 23
Gillette Safety Razor Co..... 11
Goodhue & Co., Ltd., J. L..... 58
Gourack Ropework Co..... 24
Greener, W. W..... 27
Greening, B., Wire Co..... 13
Grove Chemical Co..... 59
Guelph Spring and Axle Co..... 6
Gurney Fdy. Co., Ltd..... 16
Gutta Percha & Rubber Mfg. Co.....
outside back cover

Harris, J. W., Co..... 22
Hart & Cooley..... 20
Heinisch, R., Sons Co..... 67
Hemphill, T. W 24
Hobbs Mfg. Co..... 55
Howland, H. S., Sons & Co..... 7
Hoyle, Robson, Barnett & Co..... 43
Hutton, Jas., & Co..... 58

Imperial Varnish and Color Co..... 47
International Varnish Co..... 52

James & Reid..... 24
Jardine, A. B., & Co..... 43
Jones Mfg. Co., Ltd., D. F. The..... 23
Johnson's, Iver, Arms and Cycle Works 45

Kains, J. M., & Co..... 24
Kemp Mfg. Co..... 30
Kendrick & Co., Ed..... 6
Kerr Engine Co.....inside back cover

Laidlaw Bale Tie Co..... 71

Leslie, A. C., & Co..... 45
Lewis Bros., Ltd..... 3
Lockerby & McComb..... 62
London Foundry Co..... 64
London Pressed Hinge Co., Ltd..... 59
London Rolling Mill Co..... 45
Ludger Gravel..... 51
Lufkin Rule Co.....inside back cover
Lysaght, John.....outside front cover

McArthur, Alex., & Co..... 66
McClary Mfg. Co..... 15
McDougall, R., Co..... 13
McFarlane & Douglas, Ltd 62
McGlashan-Clarke Co., Ltd..... 62
McKinnon Chain Co..... 61
MacLaren & Co..... 59
McMaster, R..... 64

Malleable Iron Range Co..... 17
Manufacturers Sales Co..... 58
Maple City Mfg. Co..... 1
Martin-Senour Co..... 49
Maxwell, D., & Sons..... 57
Metal Shingle and Siding Co.....26 41
Metallic Roofing Co..... 2
Millers Falls Co..... 51
Monitor Mfg. Co..... 65
Montreal Rolling Mills Co..... 47
Moore, Benjamin, & Co..... 49
Morrill, Chas. 59
Morris & Bailey Steel Co..... 57
Morrison, James, Brass Mfg. Co..... 28

Nagle & Co., H..... 59
National Hardware Co..... 22
Newman, W., & Sons..... 24
Nicholson File Co..... 71
North Bros. Mfg. Co..... 1
Nova Scotia Steel and Coal Co..... 45

Oakey, John, & Sons..... 25
Oneida Community..... 65
Ontario Lantern and Lamp Co..... 56
Otterville Mfg. Co..... 58

Parmenter Bullock Co., The..... 27
Paterson Mfg. Co..... 68
Pearson, Geo. D. & Co..... 25
Pease Foundry Co..... 41
Peterborough Lock Co....inside back cover

Pilkington Bros..... 64
Pink, Thos..... 63
Plymouth Cordage Co..... 60

Queen City Oil Co..... 19 41

Ramsay, A., & Son Co..... 51
Reid, James..... 24
Robertson Mfg. Co., Ltd., P. L..... 59
Robertson, Jas., Co., Montreal..... 57
Rogers Sons & Co., Ltd., Henry..... 10
Rolland Paper Co., The 13
Ross Rifle Co..... 72
Royal Polishes Co..... 58

Samuel, M. & L., Benjamin, & Co..... 22
Scarfe & Co..... 53
Seymour, Henry T., Shear Co..... 23
Sharratt & Newth..... 25
Shaw, A., & Son..... 22
Sherwin-Williams Co..... 43
Simonds Mfg. Co..... 23
Simonds Canada Saw Co..... 12
Sonne, Thos., sr 24
Standard Arms Co 2
Standard Paint Co..... 41
Standard Paint and Varnish Co..... 51
Stanley Rule and Level Co 57
Stephens G. F..... 41
Stewart Mfg. Co., Jas., Ltd..... 20
Still, J. H., Mfg. Co..... 1

Taylor-Forbes Co.....outside front cover
Thompson, B. & S. H...outside back cover
Thompson & Gunn..... 25
Tobin Arms Mfg. Co., Ltd..... 21
Toronto Furnace and Crematory Co..... 6
Toronto Plate Glass Importing Co..... 25

U.S. Steel Products Export Co..... 22

Want Ads..... 54
Warminton, J. N..... 25
Watson Jack, & Co..... 59
Western Assurance Co..... 53
Western Clock Mfg. Co..inside front cover
Western Wire and Nail Co..... 25
White Mop Wringer Co..... 6
Whitman & Barnes Mfg. Co..... 63
Winnipeg Paint and Glass Co., Ltd..... 43
Wright, E. T., & Co..... 61

CLASSIFIED LIST OF ADVERTISEMENTS

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Anchors, Star Screw
Star Expansion Bolt Co., New York

Babbitt Metal.
Canada Metal Co., Toronto
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co,, Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting
J. L. Goodhue & Co., Danville, Que.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal

Bolts---Expansion
Star Expansion Bolt Co., New York

Box Strapping
J. N. Warminton, Montreal

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Bridle Rings---Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
Hill, Jas., & Co., Ltd., London, England
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cable Dogs, Sebco
Star Expansion Bolt Co., New York

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Dowswell Mfg. Co., Hamilton.
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines.
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton,
R. McMaster, Vancouver.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,
W. D. Beath & Son, Ltd., Toronto

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto.
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Drills---Brick and Stone
Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

Electric Dry Batteries
Canadian Carbon Co., Toronto

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electric Fixtures.
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engine Supplies, etc.
Kerr Engine Co., Walkerville, Ont.
Penberthy Injector Co , Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Watson, Jack & Co., Montreal

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Ltd., Montreal

Filters
Anti-Splash Filter Co., Owen Sound,

Firearms and Ammunition.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass
Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes.
Dennis Wire & Iron Co., London

Furnaces.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing
Canada Metal Co., Toronto.
U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Galvanized Iron
John Lysaght, Ltd., Bristol, Newport and Montreal.

Glass
Pilkington Bros., Ltd., Montreal

Glass Cutters
W. L. Barrett, Bristol

Glass Ornamental
Pilkington Bros., Ltd., Montreal
Toronto Plate Glass Importing Co Toronto.
Consolidated Plate Glass Co., Toronto

Glass Wired
Pilkington Bros., Ltd., Montreal

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.

Glue.
The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appley Bridge, Eng

Guns
Harrington & Richardson Arms Co., Worchester, Mass.

Handles.
Still, J. H., Mfg. Co.

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganonoque
Taylor-Forbes Co., Ltd., Guelph, On

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Montreal Rolling Mills, Montreal.

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Lamps
Queen City Oil Co., Toronto

Lanterns
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont.
Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Lighting Fixtures
McLaren & Co., Merrickville

Locks, Knobs, Escutcheons, etc
Corbin Cabinet Lock Co., New Britain, Conn.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
United States Steel Products Export Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto, Ont.
Wright, E.T., & Co., Hamilton, Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
Queen City Oil Co., Toronto

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Dennnis Wire & Iron Co., London. Ont.
Canadian Wire Goods Mfg. Co., Hamton

Padlocks
Corbin Cabinet Lock Co., New Britain, Conn.

Pail Clasps
J. N. Warminton, Montreal

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne, Eng.
Canada Paint Co., Montreal.
Dods, P. D. & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co. Toronto.
Pilkington Bros., Ltd., Montreal
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Martin-Senour Co., Montreal

Paris Green
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne.

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Plows.
The Paris Plow Co., Paris, Ont

Portland Cement.
Canada Cement Co., Ltd., Montreal
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Razors.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Registers
The Canadian Ferrosteel Co., Bridgeburg, Ont.
Hart & Cooley Co., New Britain, Conn
Tuttle & Bailey Mfg. Co., Bridgeburg, Ont

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Barber Asphalt Co, Philadelphia
Winnipeg Paint & Glass Co., Winnipeg
United Roofing & Mfg. Co., Philadelphia, Pa.
Lockerby & McComb, Montreal
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Simonds Mfg. Co., Fitchburg Mass.

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton, On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.

Silverware.
McGlashan, Clarke Co., Niagara Falls.

Snaps
Covert Mfg. Co., Troy, N.Y

Sprayers
Cavers Bros., Galt, Ont.
Thos. Davidson Mfg. Co., Montrea
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton
T. Collins Mfg. Co., Toronto

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Export Co., Montreal.

Stencils
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton, Ont.

Stoves, Furnaces
D. J. Barker & Co., Preston, Ont.
Butterworth Fdy. Co., Ottawa
Burrow, Stewart & Milne Co, Hamilton
W J Copp, Son & Co, Fort William, Ont
Canadian Heating & Ventilating Co. Owen Sound.
Clare Bros., Preston.
Davidson, Thos., Mfg. Co., Montreal.
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Jas Smart Mfg Co, Ltd. Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock
Queen City Oil Co., Toronto

Tacks.
Montreal Rolling Mills Co., Montreal.
Canada Screw Co, Hamilton
U.S. Steel Products Export Co., Montreal

Tapes.
Lufkin Rule Co., Windsor, Ont
Jas. Chesterman & Co., Sheffield Eng.

Tin Plate.
A. C. Leslie & Co., Montreal

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal

Vacuum Cleaners
Universal Vacuum Cleaner Ltd., Montreal
Onward Mfg. Co., Berlin

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Washing Machines, etc
J. H. Connor & Son., Ottawa, Ont.
Dowswell Mfg. Co., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Washing Machines—Power
Excello Specialty Co., Berlin, Ont.

Wagons—Children's.
Woodstock Wagon Co., Woodstoc

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Clutch Nails
J. N. Warminton, Montreal

Wire Goods
Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN
GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Nicholson File Co.

Dominion Works, Port Hope, Ont.

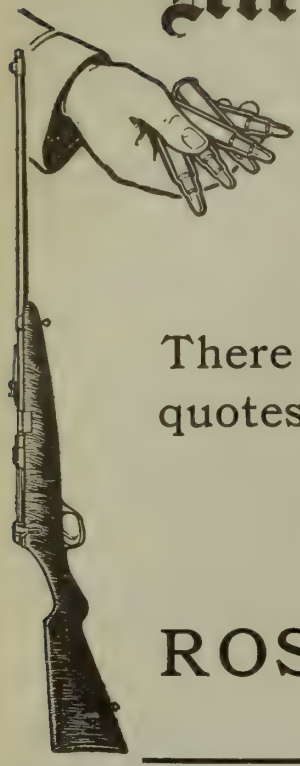
Don't let your stock get too low—unsatisfied inquiries mean lost customers.
Our specialty is a high-grade line of

WIRE NAILS

WIRE BALE-TIES. WIRE BARREL HOOPS.
BRIGHT AND ANNEALED WIRE OF ALL KINDS.
Ask your jobber for the Laidlaw line.

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO
Vancouver—George W. Laidlaw
Winnipeg—Harry F. Moulden

The Ross Rifle



Despite all *opposition,* ROSS RIFLES, both Military and Sporting, are winning prizes and doing the work they are built to do.

Dealers who do not handle Ross Rifles are simply neglecting a business opportunity.

There is a good margin for you, and the factory never quotes trade discounts except to the legitimate trade.

Write for catalogue and discounts.

ROSS RIFLE CO., Quebec, P.Q.

It is to Your Advantage to Carry a Stock of

Machine Screws



Ours is the largest and most complete in Canada and you get prompt delivery by ordering to-day from your jobber. We have had the trade for a third of a century and you can't afford to be without the recognized **Standard** goods. Special sizes made up promptly. All dealers "who know" specify our goods.

We also make: Wire—Bright, Coppered and Tinned, Wood Screws, Stove and Tire Bolts, Rivets in Iron, Copper and Brass, Fence Staples, Wire Nails, Tacks, Bright Wire Goods, etc.

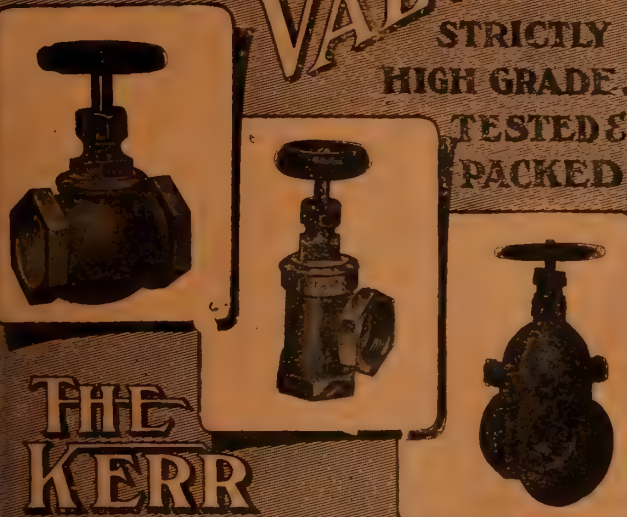


Canada Screw Co., Limited

TORONTO HAMILTON MONTREAL

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED

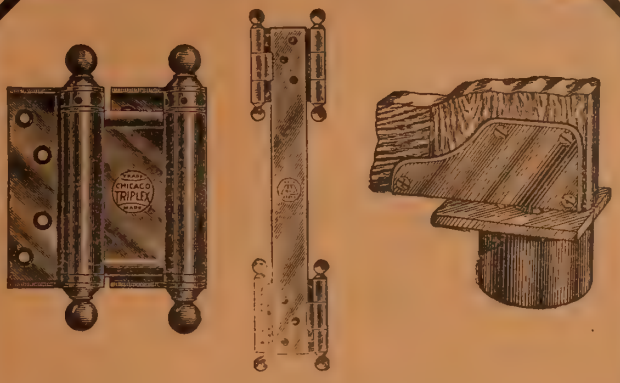


THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company.

CHICAGO NEW YORK

Send for Catalogue M 26

How Are You Off for Locks?

We have a full range of rims and mortise locks, and of inside, front, and store door sets. Restock your shelves with our goods. They are just what you want and never fail to satisfy.



Cylinder Night Latch, No. 103

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bent Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., of Canada, Ltd.

Windsor, Ont.

London Office and Warehouse—24 and 26 Holborn.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals



Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



EKERT PROCESS

TRADE RADIUM MARK

PAT. IN CANADA 1907

VALVE DISCS



Nothing to equal them has ever been made

THE CUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Winnipeg Calgary Vancouver

"APOLLO"

Galvanized Sheet Steel

We carry a stock in all sizes and gauges and can make immediate shipment.

B. & S. H. Thompson & Co.

LIMITED

MONTREAL



TRADE MARK

DELTA

DELTA FILE WORKS

CARVER FILE CO.

PHILADELPHIA, PA.

An independent organization not connected with the trust in any form, shape or manner.

FILES OF QUALITY



The Highest Grade File Made

The File You Will Eventually Buy

BE FILE Particular

AND USE

DELTA FILES

THERE IS A REASON

Absolutely Crucible Steel Used; Highest Grade of Skilled Labor Employed; Consequently, Longer Life and Greater Efficiency, and Economy to the User.

CARVER FILE COMPANY DELTA FILE WORKS Philadelphia, Pa., U.S.A.

AN INDEPENDENT ORGANIZATION NOT CONNECTED WITH THE TRUST IN ANY FORM, SHAPE OR MANNER

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 511 Union Bank Bldg.
New York: Rooms 1109-1111, 160 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, AUGUST 20, 1910 NO. 34

E. M. BICKINSON'S

CARVERS
CASED GOODS
TABLE CUTLERY



BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale By Leading Wholesale Houses.

GLOBE "Globe" GLOBE

BLACK SHEETS

Flat, smooth surface, which saves both work and paint, when painting for roofing.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch



For Strength, Effectiveness and Easy Running

no line will give quite as much satisfaction as the

MILO
Barn Door Hanger

It runs on roller-bearings, has steel straps and malleable caps, and are put up one pair in a box.

Finished Japanned Red Paint.

Ask your Jobber for Taylor-Forbes Hardware Specialties.

Taylor-Forbes Co., Limited

HEAD OFFICE AND WORKS

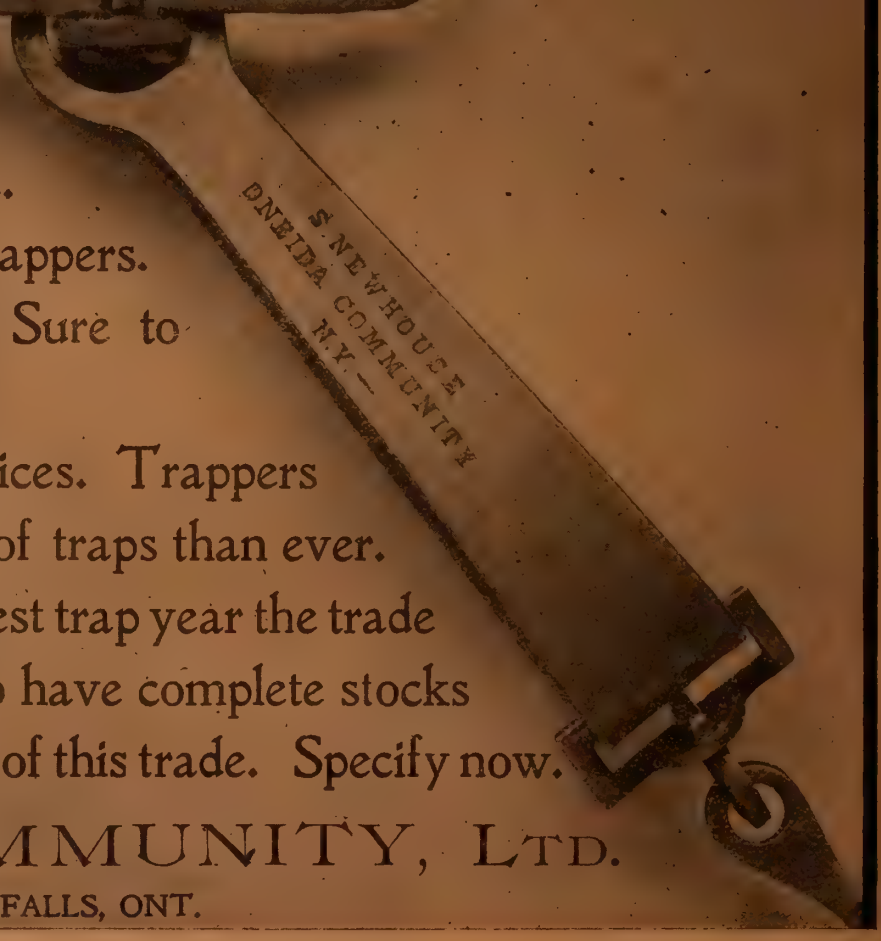
Guelph - Ontario

TAYLOR-FORBES CO., Limited, 246 Craig St. West, MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travellers Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENGLAND

NEWHOUSE TRAPS

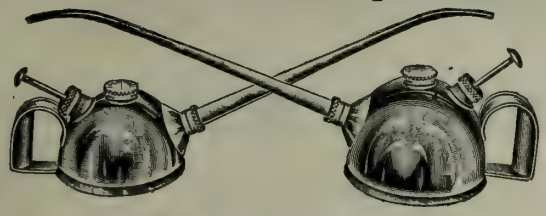


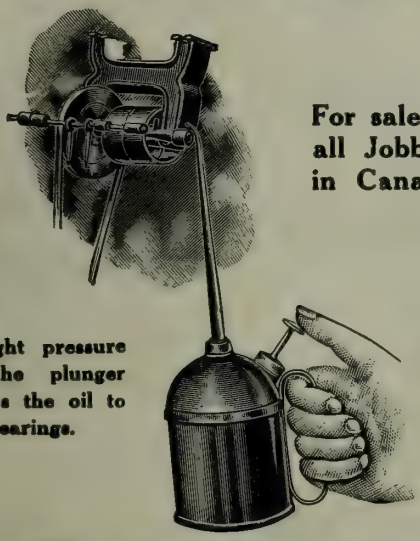
THE
NEWHOUSE
is the best trap made.
Used by professional trappers.
Every trap warranted Sure to
Go and Sure to Hold.
Furs are bringing high prices. Trappers
are planning bigger lines of traps than ever.
This year will be the largest trap year the trade
has ever had. Be sure to have complete stocks
this Fall. Get your share of this trade. Specify now.



ONEIDA COMMUNITY, LTD.
NIAGARA FALLS, ONT.

Howland's Pump Oilers



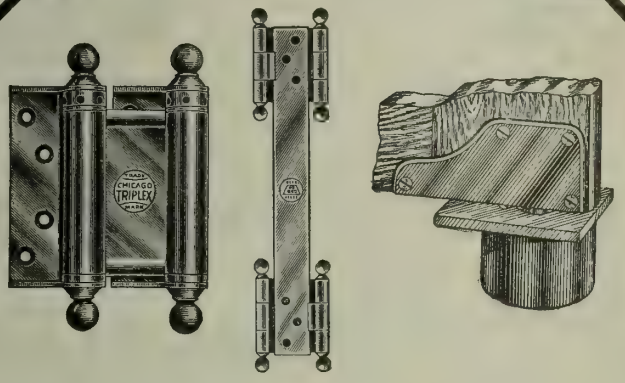


For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company.

CHICAGO — NEW YORK

Send for Catalogue M 26

Are You Getting Your Share Of "YANKEE" TOOL Trade

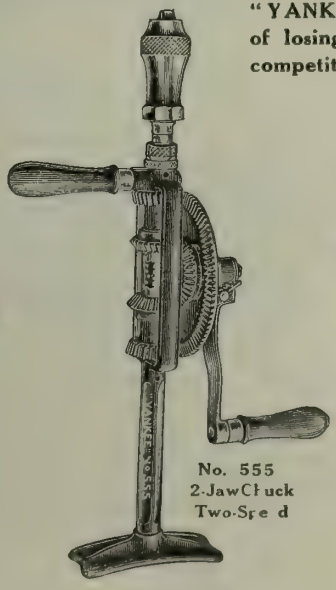
or do you turn it away? Every time you turn away enquiries for new "YANKEE" Tools you run chances of losing a good customer to your competitor. Think it over!



No. 1555
3-Jaw Chuck
Two-Speed



No 545
2-Jaw Chuck
Two-Speed



No. 555
2-Jaw Chuck
Two-Speed



No. 1545
3-Jaw Chuck
Two-Speed

New "YANKEE" Tools are Coming in Fast.

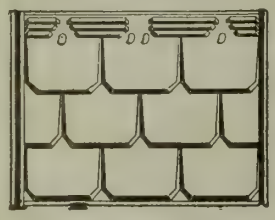
Ask your Jobber to quote on the New HAND DRILLS shown here

NORTH BROS. MFG. CO., Philadelphia, Pa.

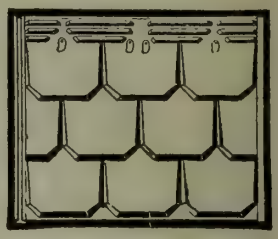


The permanent roofing is the one to sell

You cannot afford to speculate with roofing sales. One faulty, leaky roof may lose your best customers. Sell roofing you **know** will give absolute satisfaction —roofing that will be in perfect condition 25 years from now.



"EASTLAKE" Metallic Shingles



make a **permanent, waterproof** roof. You can guarantee them. **Actual test has** proven **their quality.** Roofs covered with "Eastlake" 25 years ago are in perfect condition. These goods insure profit and reputation—the **only** goods it pays to handle.

Send us measurements of roofs for complete estimates. Write for illustrated price list No. 4. It will help you make sales.

Manufacturers of "Metallic" Building Materials.

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

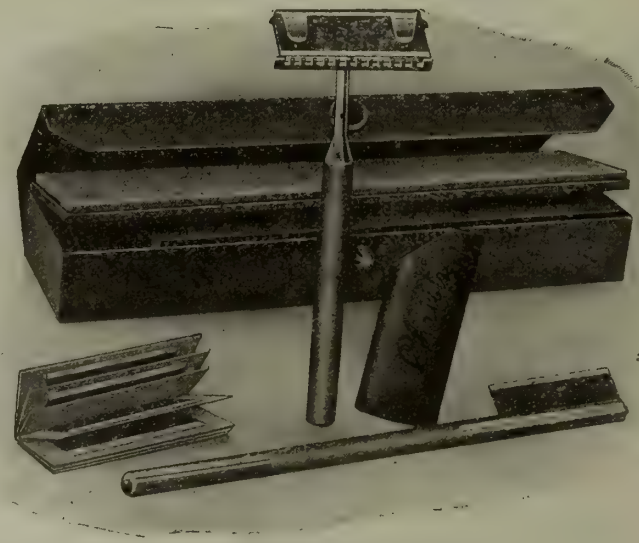
2405

IT PAYS TO SELL THE "CHRISTY"

As it is British Made Throughout

Shows a
Good Profit
For the
Hardwaremen

Write for Terms to the Sole Manufacturers



Complete WITH Six Sheffield Steel Blades, Strop-Holder, and Strop.

RETAIL PRICE: $1.50

The "CHRISTY" Safety Razor Outfit.

The Christy Safety Razor Co., Ltd., 147, Queen Victoria Street, LONDON, ENGLAND.

Black Diamond Axes Fully Guaranteed

BLACK DIAMOND

The Mark of Quality.

ANY CUSTOMER BUYING AXES OF THIS BRAND, THAT PROVE DEFECTIVE THROUGH FAULT OF MANUFACTURE, WE WILL REPLACE FREE OF CHARGE.

Also supplied in

Tourville Pattern,

Wedge and Half Wedge,

Single and Double Bit.

Black Diamond Axe Catalogue

No. 39

will be supplied upon request.



Michigan Pattern

Method of Manufacture.

MATERIAL.—The best that money can buy, and long experience has found most serviceable

WORKMANSHIP.—None but the most efficient skilled labor is employed.

PUNCHED EYE.—The eyes are punched from solid steel bars, not rolled and welded, as is common with other makes, which insures against the defects existing in other processes, and likewise insures a sound eye which will not stretch or open.

FORGING.—The forging is done by hand by a special continuous process, which saves several heatings and thoroughly refines the steel.

TEMPER.—The bit, or cutting edge, is made of the finest grade of crucible edge tool steel. The special process used in our tempering gives the keen edge required by all skilled choppers.

INSPECTION.—The most exacting methods and systems used in the individual departments covering the inspection of these goods, has given them that beauty of finish and perfection of workmanship to which we invite comparison.

LEWIS BROS., LIMITED

Exclusive Distributors

MONTREAL

OTTAWA TORONTO VANCOUVER

September 1st

The opening of the Shooting Season, will make things lively for Hardware Merchants.

Stock the Best

Rifles—Pistols—Ammunition

And Capture the Best Trade.

It pays to handle well-known makes such as

"Winchester," "Marlin," "Stevens'," "Remington" and "Hopkins & Allen."

We carry one of the largest stocks of Firearms in the trade, and are in a position to quote attractive prices.



WINCHESTER RIFLES



MARLIN RIFLES

See Our General Catalogue for Our Full Line

Write for prices. Ask our Travellers to show you samples.

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

WINCHESTER

Caverhill Learmont & Co.,

RIFLES



Model 1907. Made for .351 Calibre High Power S.L. Cartridges, 20-inch Round, Nickel Steel Barrel, Pistol Grip, Walnut Stock. Weight about 7¾ lbs. 6 Shots. Muzzle Velocity of Bullet, 1861 feet per second. Will penetrate ¼ inch steel plate.

Model 1910. Made for .401 Calibre, High Power Cartridges, 20-inch Round, Nickel Steel Barrel, Pistol Grip, Walnut Stock. Weight about 8¼ lbs. 5 Shots.

Energy at Muzzle, 200 gr., S.P. Bullet, 2038 foot pounds.
250 " " " 1952 " "





Windgauge Aperture Sights

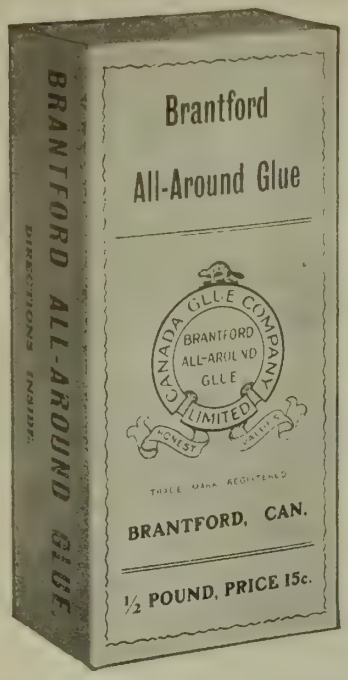


Our New L.S.A. Aperture Sights are the most simple and accurate to be had. They can be easily and quickly adjusted.

WHOLESALE DISTRIBUTORS

Caverhill Learmont & Co

MONTREAL and WINNIPEG



Suggestion Leads to Sales

The Cabinet-maker, the Bookbinder, the Painter, the Carpenter needs **Glue** in his vocation—so does the householder in his **home!**

It will pay you to help them recollect their need by displaying prominently

BRANTFORD ALL-AROUND GLUE
(Granulated)

The High-grade Glue in the convenient package
Made in Canada

This method of packing glue is a new idea—an idea that makes the buying and selling of **Glue** more satisfactory both to you and your customer. It is clean, uniform, and prevents all waste.

AS FOR QUALITY—remember that the largest **Glue** manufacturing plant under the British Flag stands back of every package.

Brantford All-Around Glue is packed in one pound, one-half pound, and one-quarter pound cartons, retailing at 25c., 15c. and 10c. respectively. Ask for discount.

IF YOUR JOBBER CANNOT SUPPLY YOU—WE WILL

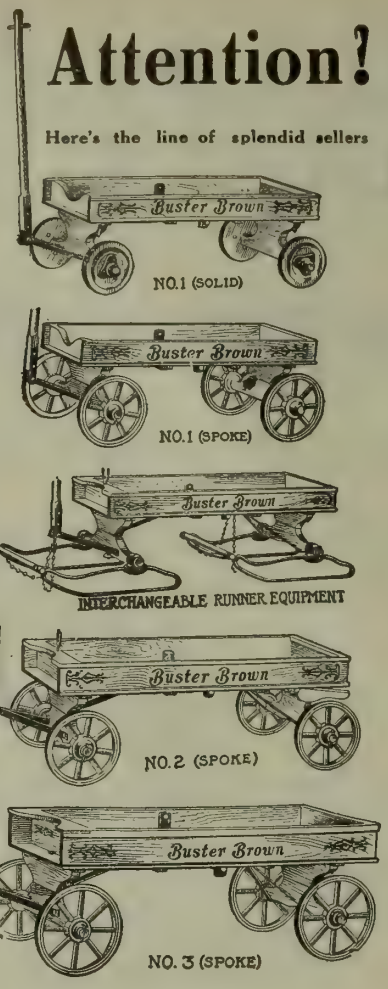
Canada Glue Co.
Limited
Brantford, Canada

MONTREAL 224 Lemoine St.
TORONTO 50 Front St. E

Manufacturers of Glue and Gelatine of all kinds, and for all purposes

Attention!

Here's the line of splendid sellers



Are you handling the

Buster Brown

Children's Express Wagons?

They are beautifully made, painted, strong and easy-running, Handy around farm, home or store.

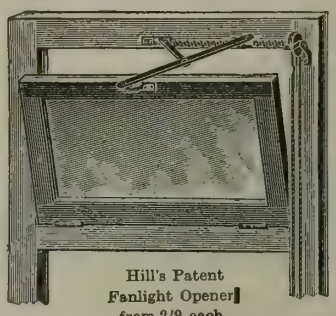
In 4 sizes. Send for prices.

WOODSTOCK WAGON & MFG. CO., LTD.
WOODSTOCK, ONT.

Western Representatives
JAS STEWART MFG. CO., LTD., Winnipeg, Man.

JAMES HILL & CO., LTD.

Cable: James Hill, London.
IRONMONGERS & HARDWARE MERCHANTS



Hill's Patent Fanlight Opener from 2/9 each.

Hill's Patent Locks, Hinges, Anti-Panic Bolts

and all kinds of Fittings and Hardware. Castings, etc.

100A QUEEN VICTORIA STREET
LONDON. ENGLAND

THE WHITE MOP WRINGER COMPANY



offers the **Largest Line of Mop Wringers** in the **World.** Latest improvements. Up-to-date.

Satisfaction Guaranteed

The Best Mop Wringer

Why? Because easiest to operate, wrings driest, and is the most durable on the market. Adapted to sheet iron or wooden pails. Free display rack. Liberal discounts. Write to-day for catalogue.

MADE IN CANADA

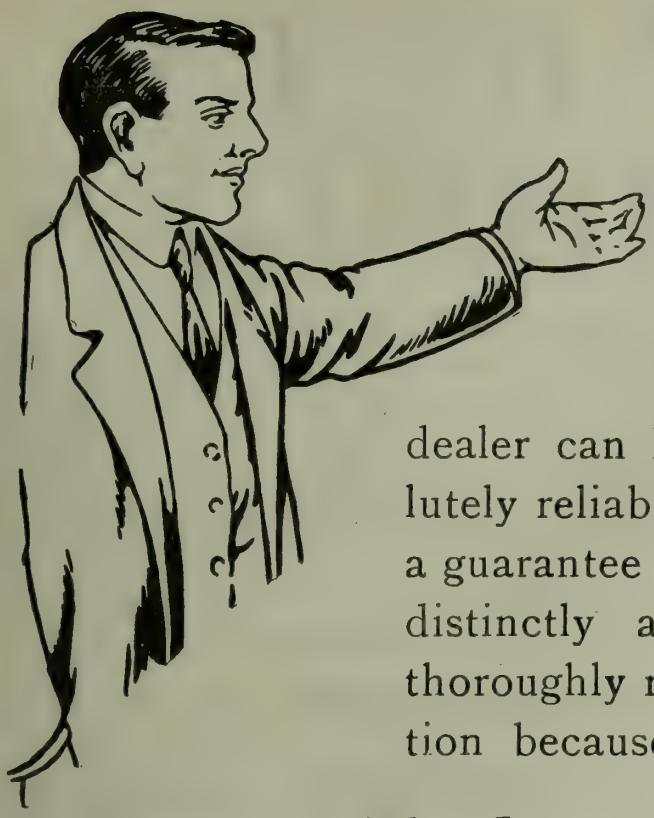
WHITE MOP WRINGER CO.
Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively

This Trade Mark Insures Genuineness Originality Perfection Satisfaction

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.



"Samson" Quality

The best reputation a dealer can have is that of selling absolutely reliable goods that carry with them a guarantee of complete satisfaction. We distinctly avoid everything we cannot thoroughly recommend. We give satisfaction because we get it, and in handling

Samson Tools **Samson Forks**
Samson Axes **Samson Roofing**

you have the assurance of the very best to be had. These lines have won success because of merit, and not by reason of any statements we may have made. The quality is there to "make good" under all conditions, and the "Samson" name on tools of any sort symbolizes the fullest realization of high-grade material and workmanship.

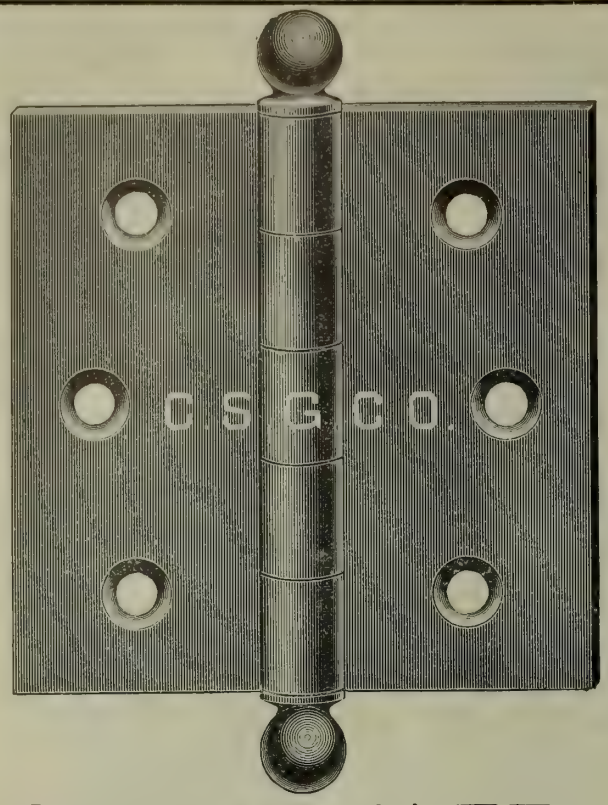
Those who are not featuring "Samson" goods are missing the best selling lines in Canada.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

WE SHIP PROMPTLY — **TORONTO** — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.



BUTT HINGES

A MERCHANT in one of the most progressive towns in Western Ontario writes us (unsolicited) that the carpenters always look to see if the Crescent Brand is on the Butts and if not they won't use any other make.

LIKELY your Butt and Hinge business is not as large as it might be and

Perhaps that is the reason

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA



DAVIDSON'S "Premier Marathon" STEEL RANGE

Burns Coal or Wood

Improved Design and made with

- 18-Gauge Polished Wellsville Steel Body.
- Extra Large and Well-Proportioned Fire Box.
- New Duplex Draft.
- Square, Roomy Oven.
- Cast Iron Smoke Flue.
- Exceptionally Heavy Top.
- Ventilated Base.
- Plain, Heavily Nickeled Trimmings.

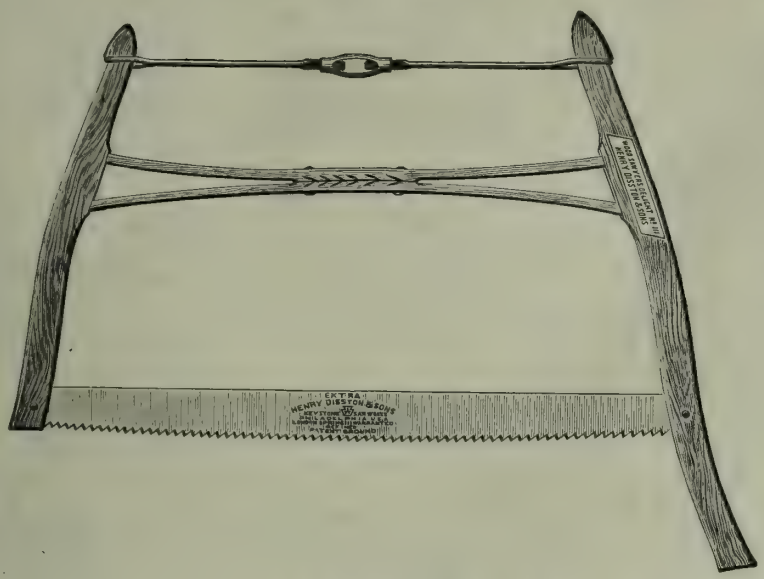
Can be supplied on feet or base, in four sizes and numerous styles

Write for Booklet with Prices and Illustrations.

The Thos. Davidson Mfg. Co.,
LIMITED

MONTREAL - and - WINNIPEG

DISSTON WOOD SAWS



From selection of the lumber to packing frames and blades, every detail of manufacture is executed with utmost precision and care.

The lumber principally used is Maple that has been seasoned for years. It is impossible to make frames more strong and rigid. No lost motion with a Disston frame.

The blades, of course, are made of Disston Crucible steel—the best in the world.

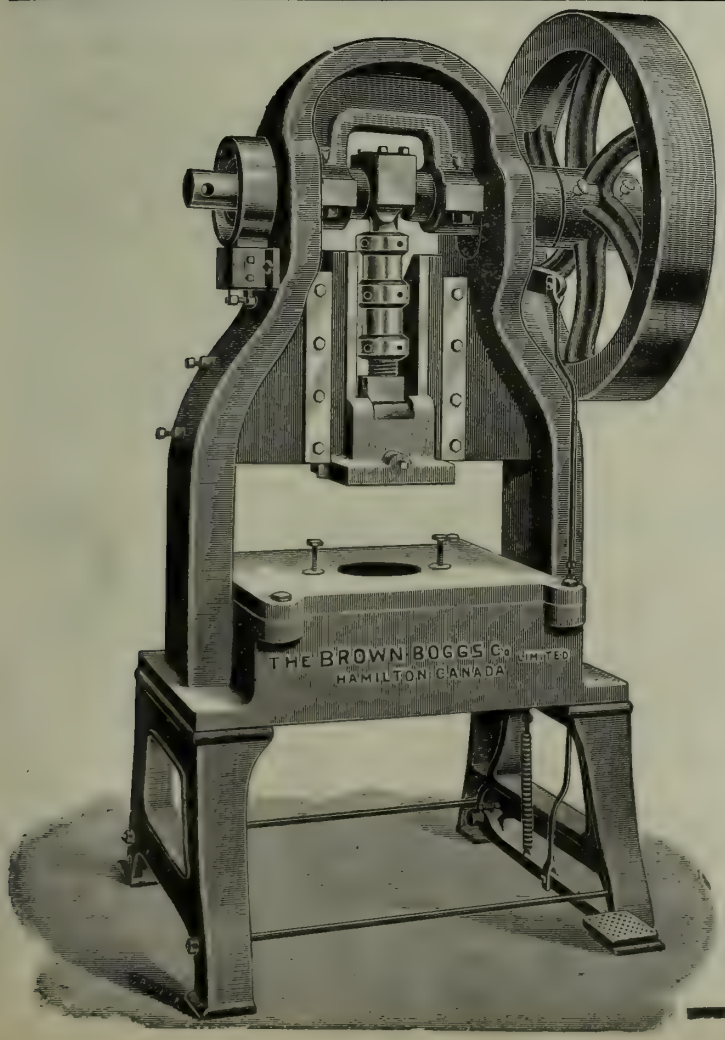
Let the people of your community know that YOU sell Disston Wood Saws. It is a trade asset to every retail dealer.

HENRY DISSTON & SONS

Incorporated

Keystone Saw, Tool, Steel and File Works PHILADELPHIA, PA., U.S.A.

Canadian Works: Fraser Avenue, Toronto, Canada.



It Will Pay You

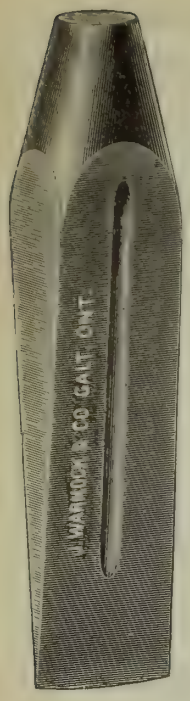
to fall in line with the rest of the large PRESS USERS and get in touch with us before placing your order for presses. We manufacture a full line of both FOOT and POWER.

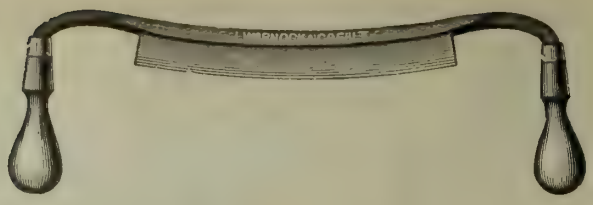
Write for Catalogue and Prices.

We also manufacture TINSMITHS' TOOLS, HEAVY SHEET METAL WORKING TOOLS, DIES, Etc., CANNING and EVAPORATING MACHINERY.

The Brown-Boggs Co., Ltd.

HAMILTON, CANADA







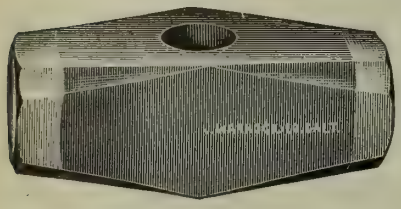
Edge Tools and Hammers Made of Sheffield Steel

By Expert Canadian Workmen

Our Goods give perfect satisfaction.
It pays to stock them.
Sold by all Jobbers.

Allan Hills Edge Tool Co., Limited

Galt - Ontario







THE NEW ATKINS CATALOG

NOW READY



You should have this new book on Saws. It contains the very latest information, lists and description, covering Saws, for all purposes.

Send for It To-day

Drop a postal to the address below and we will send the book free of charge. Whether you buy Atkins Sterling Saws or not, you should have the book on your desk Write for it now before you forget it.

E. C. ATKINS & CO., Hamilton, Ontario

United States Factory, Indianapolis, Ind.

The Strongest, Safest and Neatest
CATTLE STANCHIONS ON THE MARKET ARE

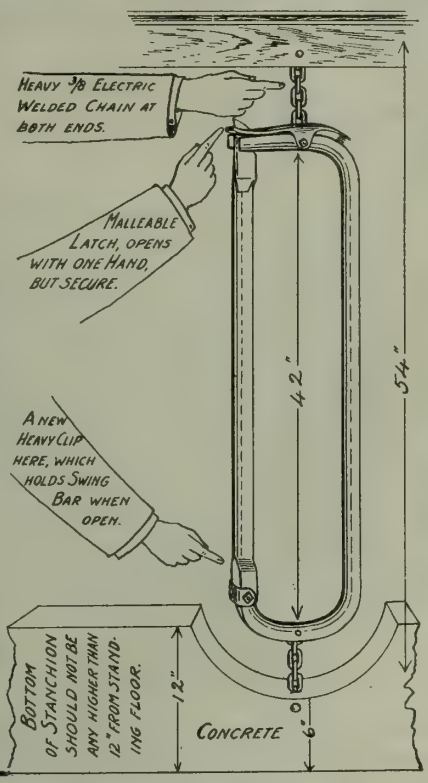
Rush's Cattle Stanchions

An examination of the accompanying cut will show you how easily you can sell Rush's Stanchions to your farmer customers.

Rush's Stanchions give the cattle great freedom of movement, yet hold them securely in the stall. But no movement of the cattle, no matter how violent, can release the latch or damage any part of the stanchion. At the same time the latch can be instantly released by the flick of a finger.

WRITE ME
For Prices, Discounts and Illustrated Circulars.

A. M. RUSH
POWER STREET
PRESTON, - ONT.



Are you letting your competitor get any of your business?



WHEN you get inquiries for **STAR EXPANSION BOLTS** can you show them to your customers right away? You are taking big chances of losing them if you can't. In all probability they will walk across the street to the other hardware dealer and he will show them a complete line. If they can buy what they want there, they are not coming back to you. Don't take any chances.

Write us to-day and we will explain our favorable dealers' proposition to you. The stocking of **STAR EXPANSION BOLTS** calls for absolutely no investment on your part. Would you investigate a proposition like this? Then write.

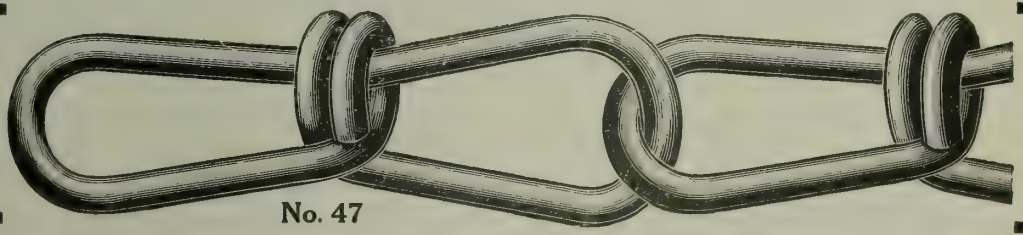
Samples and catalogue 36 free.

Star Expansion Bolt Co.
Catalogue Department 36
147 Cedar Street, : New York City

GET THE HABIT!

of stocking and recommending to your customers only articles of approved merit.
It's a habit that pays!

Greening's Steel Wire Chain



No. 47

is claimed by us to be the lightest, strongest and most reliable chain on the market, and is the most satisfactory to sell for every purpose.

Consult our catalogue. It explains the various uses of Wire Chain which will help you to get after further business.

Ask your Jobber for GREENING'S.

The B. Greening Wire Co., Limited
Hamilton, Ont. - - - Montreal, Que.

Bell Brand Horseshoes

TRADE MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited -	BELLEVILLE
Toronto Bolt and Forging Company, Limited - -	SWANSEA, SUNNYSIDE
Gananoque Bolt Company, Limited - - -	GANANOQUE
Brantford Screw Company, Limited - - -	BRANTOFRD
Head Office - - - -	TORONTO, ONTARIO

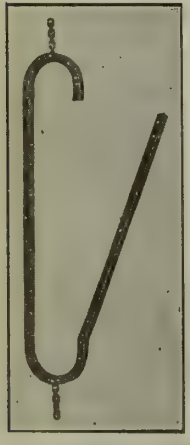
Simonds "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. Montreal, P.Q., Vancouver, B.C., St. John, N.B.



Patent Pending OPEN

Beath's Stanchion Cow Tie

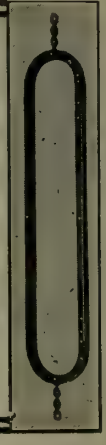
A MARVEL OF SIMPLICITY. STRENGHT and RELIABILITY

Excels in Every Point—Good Appearance—Absolutely Noiseless—No Springs—Sanitary
Made of High Carbon U Bar Steel—Extra Heavy
Hinge and Lock Simple, Easy working and Strong—No trappy mechanism to get out of order

Every farmer building new barns or remodelling their stables should adopt Beath's Stanchion Cow Tie. Used and endorsed by leading stock men everywhere.

There's Money in this Line for the Dealer!

Write for prices and discounts. **W. D. BEATH & SON, Limited** TORONTO Canada

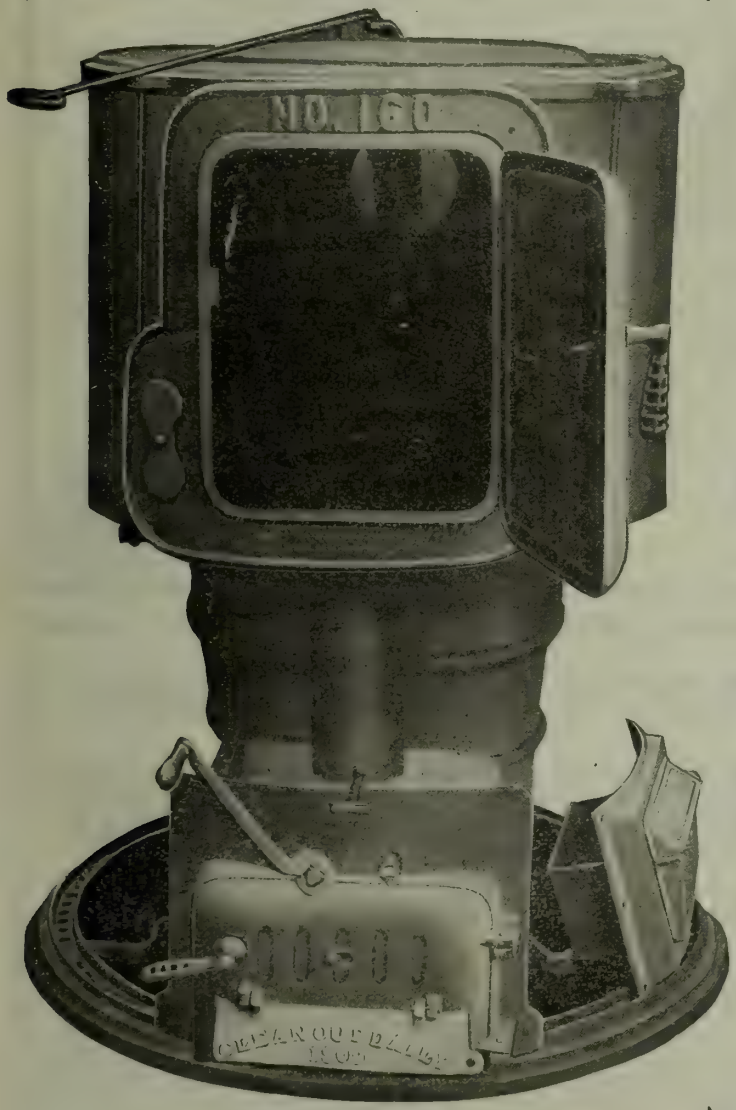


Patent Pending CLOSED

The Empire King Co. 160

Has all the latest improvements found on our more expensive Furnace, at a lower price

Has Large Feed Door, Sectional Fire Pot, Large Radiator, Triangular Grate Bars (each pair operated separately), Suitable for 4, 5 and 6 Roomed Houses.



Without Casing

Direct Draft Damper, Dust Damper, Large Water Pan. Every one guaranteed. Prices moderate.

Write us direct or any of our Agencies

The Christie Bros. Co., Ltd., 802 College St., Toronto

The Christie Bros. Co., Ltd., Cor. Park and Henry Sts., Winnipeg

M. C. Drew & Son, Vancouver, B.C.

Write for prices to-day

MADE BY

The Canadian Heating and Ventilating Co., Limited

OWEN SOUND, : ONTARIO

MADE IN CANADA

CAN YOU AFFORD IT?

To do your work with second grade paper when you can have at hand the best that money can buy.

SUPERFINE LINEN RECORD

SAMPLES ON REQUEST.

THE ROLLAND PAPER COMPANY, LIMITED

HIGH-GRADE PAPER MAKERS

GENERAL OFFICES:
53 St. Sulpice Street
MONTREAL, P.Q.

MILLS AT
ST. Jerome, P.Q.



Fig. 113

Now it won't be long until everybody is on the jump for goods.

McDougall Pumps will again be the feature of many anxious buyers. We will do our best for you, but please help us out with early specifications.

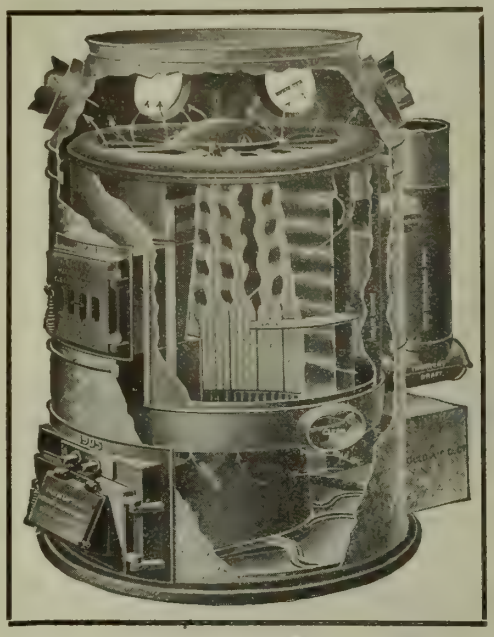
You know the quality, and if you are willing to allow us a reasonable price, nothing can keep us apart.

Catalogue and prices on application.

The R. McDOUGALL CO.

Galt, Canada LIMITED

THE KELSEY WARM AIR GENERATOR



To the great *battery of zig-zag heat tubes* is due the wonderful efficiency, power and economy of the Kelsey Warm Air Generator.

The Kelsey warms air by the best method by passing in separate currents up through the Heat Tubes. The Heat Tubes surround, are in direct contact with and overhang the fire, and are heated on all sides by conduction, by radiation, and by the burning gases which pass down around the backs of the tubes.

Each Heat Tube has 8 square feet of Heating Surface and each Generator, according to its size, has from 8 to 16 Heat Tubes.

Great volumes of fresh air are properly warmed and carried to the top of the Generator and are *forced into every room. Kelsey Fresh Air Heating* is preferred by people who investigate, to the warmed-over air of steam and hot water radiator systems, *and any dealer* can convince any prospective purchaser that *Kelsey Heating is the One Right Way*—the easiest, most practical, sanitary and economical way—to heat any house, church or school.

35,000 Sold—700 in Churches and Schools.
Send for Booklet and Agency Proposition.

THE JAMES SMART MFG. COMPANY

WINNIPEG, MAN. BROCKVILLE, ONT.



Make This Range Your Specialty!

MONARCH DIAMOND

HIGH GRADE THE DIAMOND LINE RIGHT PRICE

Planished Steel Ranges

These ranges have many distinctly superior points of construction that make them fast sellers everywhere.

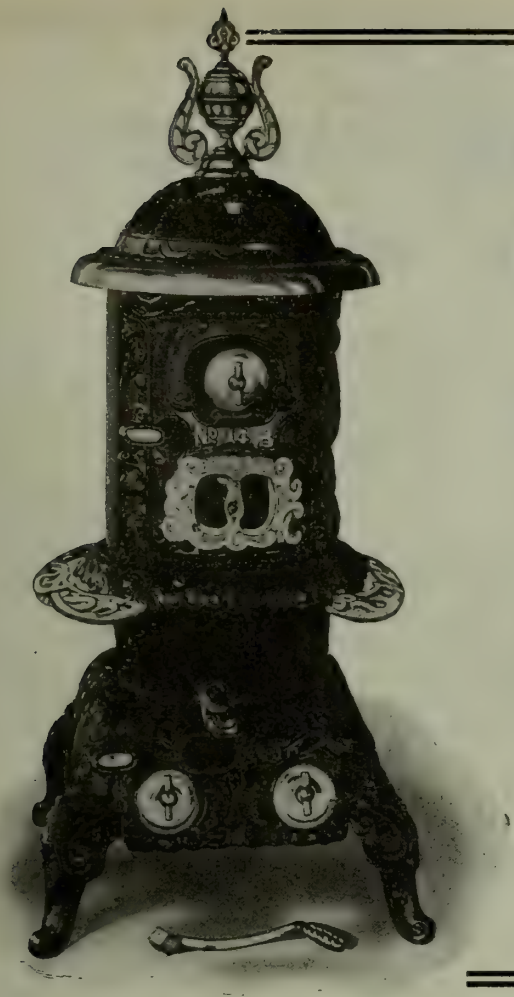
They are exceedingly handsome in appearance and efficient in operation. They burn any kind of fuel. They have large, roomy ovens that cannot warp or be in any way affected when in use by cold air currents along the floor or elsewhere. The BODY is THREE-PLY—two layers of heavy steel between which is a layer of asbestos. The FIRE-BOX is splendidly proportioned and is fitted with easily-removable duplex grate bars. The Front Key Plate is hinged, allowing access to fire for broiling, etc. Reservoir holds three pails of water, is made of heavy planished steel retinned inside. Fire Door is extra large; takes in rough wood; it is made double, outside nickel which does not tarnish.

It will pay you to write at once for Catalogue and Discounts.

Butterworth Foundry

LIMITED

OTTAWA, - ONTARIO



The

"Belle" Oak Heater

IS A FIRST-CLASS MODERATE-PRICED HEATER

¶ It has duplex grates, removable nickel, three-piece rail, pocketed ash bottom, shaker in lower door which permits fire being shaken without opening lower door, etc.

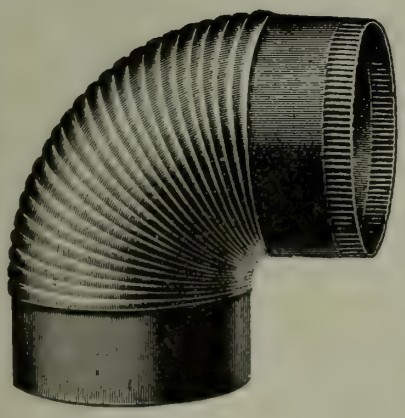
¶ It appeals to the trade and is much in demand.

¶ You will find yourself handicapped unless you stock this line.

McClary's

London Montreal Toronto Vancouver St. John, N.B.
Winnipeg Hamilton Calgary Saskatoon

Seasonable Specials



McClary Elbows

Round, One-piece, Riveted Seams

Inches -	5	6	7	8
Dark, doz.	$2.19	$2.19,	$2.45	$3.64
Bright -	2.25	2.45	2.73	4.00
Galvanized -		4.00	4.36	5.82
Tin - -		2.91	3.18	4.36



Coal Hods

Round Funnel, 17-inch

Style -	Plain Black	Gold Striped	Galvanized
Nos. -	3	30	300
Per dozen	$5.70	$6.00	$8.00

We show several other styles in Catalogue

McClary's

London Montreal Toronto Winnipeg Hamilton Vancouver Calgary St. John, N.B. Saskatoon

About the Latch String at the Sign of

GURNEY-OXFORD

You will be in Toronto some time during the Exhibition. You, as a live business man, are going to look around and see if there is anything worth taking home again.

In times past you have called upon us at the Exhibition. You wanted to see one of the Company—he was at the plant—you went to the plant—he was at the Exhibition. Not so this year.

You will find us at the plant at 500 King St. West. We are not exhibiting at the Fair, but we are exhibiting at our own showrooms. By so doing we can give you much more satisfactory service. You can see everything in a much shorter time. You will meet your friends here, and as the plant is in the heart of the city, by making it your headquarters you can reach any part of Toronto in a short time. Be sure and come around. We'll be looking for our friends, old and new.

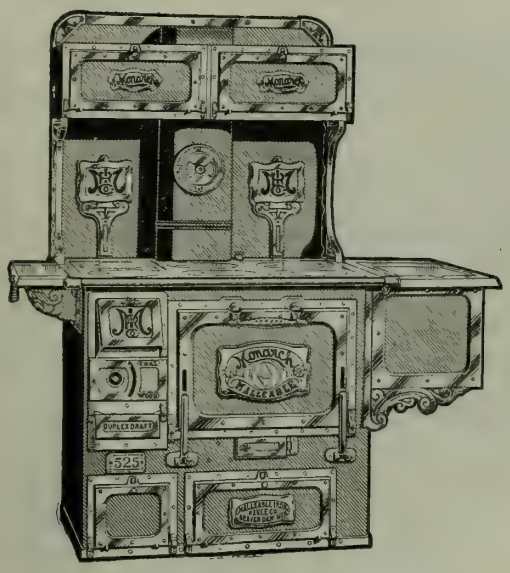
The Gurney Foundry Co., Ltd.

500 King Street West, Toronto

PHONE MAIN 4175

Monarch MALLEABLE

The "Stay Satisfactory" Range



The Ranges we sold ten years ago are our greatest assets to-day.

When you sell MONARCH Ranges you are building future business. The ranges we sold years and years ago are standing advertisements for us to-day—they are still giving an excellent service.

It's the *Malleable Iron* frames and *riveted* joints that we have to thank. Instead of getting leaky flues and consuming more fuel as the range grows in age, the riveted joints *stay tight.*

We build MONARCH Ranges of Malleable Iron because it is *stronger, tougher* and has more resistance to the action of heat than common cast iron.

That's why the MONARCH gives an economical service—that's why it *stays satisfactory.* The moral of this is that the stay satisfactory element in the MONARCH would become as great an asset to your range business as it is to ours.

We'll show you how to start a good range trade in your territory. This is a part of "OUR PLAN"—the same selling help that's directly responsible for the splendid success of MONARCH Ranges here in the States.

"OUR PLAN" is an assistance that actually *makes sales.* It is even so good that it is imitated, but as usual you'll find the original far ahead of its followers.

We are making prompt shipments from warehouse stock at Winnipeg. Write us for prices f.o.b. that point. Get a copy of our plan of assistance—we'll send our catalog also if you ask for it.

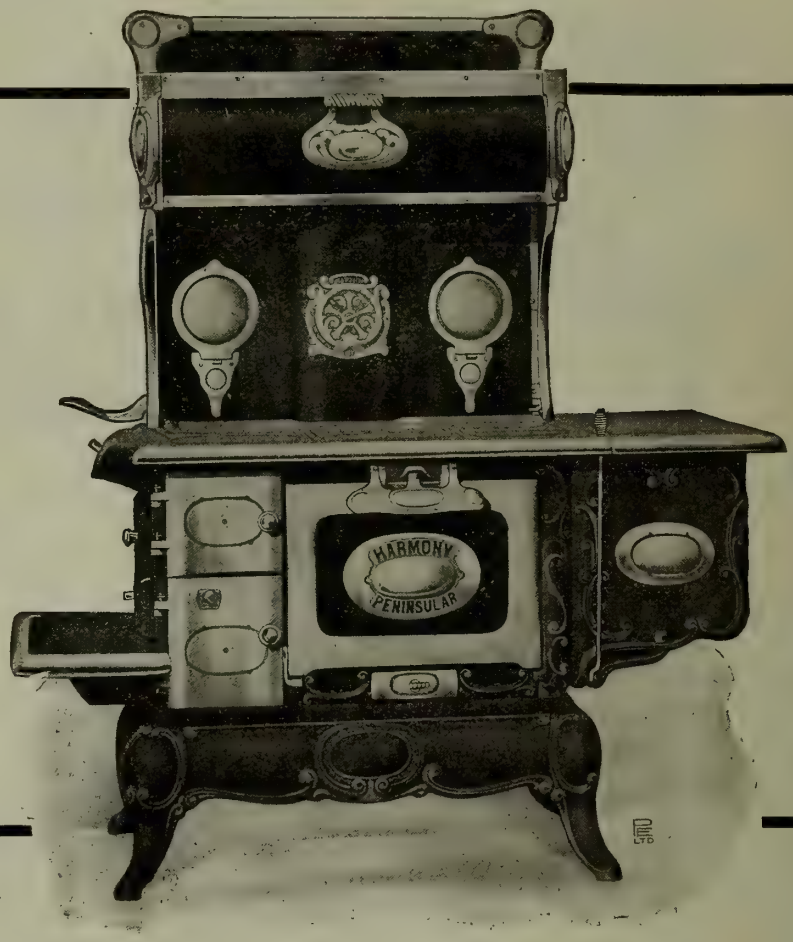
MALLEABLE IRON RANGE CO.

Beaver Dam, Wisconsin

What Cast-Iron Range are you Featuring?

Here's a really reliable high-grade Cast-Iron Range that combines the good features of the best Steel Ranges.

THE HARMONY PENINSULAR RANGE



is a very rapid and remunerative seller, and recommends itself because of its attractiveness and the simplicity of its decoration. It is an economical fuel consumer, and embodies all the most up-to-date features in stove construction.

The oven is specially large, larger in fact than in any other similar range, and the "Harmony" can be fitted with Special Low Steel Closet if desired.

Have you a copy of our new illustrated catalogue? It contains a full description of our splendid range of Stoves, Furnaces and Ranges. Send for a copy TO-DAY.

Clare Bros. & Co., Limited

PRESTON, ONT. **WINNIPEG, MAN.**

AGENTS:

CLARE & BROCKEST, Limited
Winnipeg and Calgary

J. M. KAINS & CO.
Vancouver

RACE & HUNT
Edmonton

MECHANICS' SUPPLY CO
Quebec

The Most Extensively Advertised Oil Consuming Devices on the Market

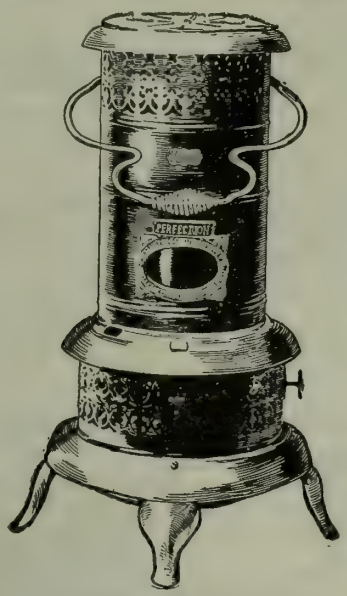
They are the best that inventive ingenuity and manufacturing skill can produce. No time or expense has been spared in embodying in them every possible improvement.

THEY ATTRACT TRADE **THEY SELL THEMSELVES**



Rayo

The Rayo Lamp is a well-constructed, handsome, center-draft lamp of unusual light-producing power. Made of brass and beautifully nickeled. An ornament anywhere.



Perfection Smokeless Oil Heater

The Perfection Smokeless Oil Heater is acknowledged to be the only oil heater that really is perfection. It is an easy seller. Does all that is claimed for it and always satisfies the purchaser.



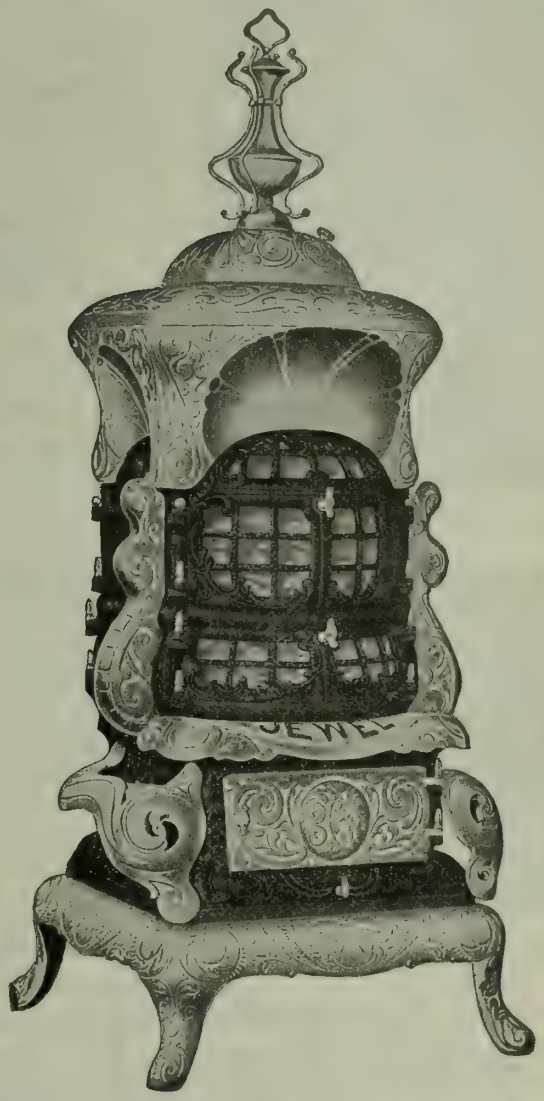
TheNew Perfection Wick Blue Flame Oil Cook Stove is the best device for cooking that is made. Smokeless, odorless, convenient, attractive.

You do not have to hammer at your customers in order to induce them to buy. Our long and extensive advertising campaign has caused the New Pe-fection Wick Blue Flame Oil Cook Stove, the Perfection Oil Heater and the Rayo Lamp to be recognized as standard fixtures of the well-appointed home.

New Perfection
WICK BLUE FLAME
Oil Cook-stove

If your jobber does not handle these goods, write for descriptive circulars and prices to

The
Queen City Oil Company, Ltd.
TORONTO



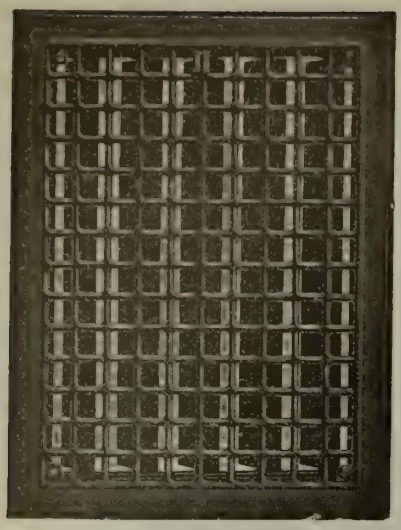
Jewel Stoves and Ranges
Jewel Heating Stoves

This is the time dealers are placing their orders for Heating Stoves. The Fall rush will soon be on, when everybody will want stoves.

The Ideal Jewel shown here is probably the handsomest Heating Stove made in Canada. It is a Self-Feeding Base Burner and Double Heater that works perfectly and gives a great amount of heat with a small consumption of fuel.

We manufacture Heating Stoves of all kinds for Hard or Soft Coal or Wood. Some of them are the Modern Jewel, Acme Jewel, Quebec Jewel, Standard Jewel, Grand Jewel and Jewel Oak, for coal. Also the Jewel Triple Heater, Little Giant, Sunlight and Hickory Box, for wood.

The Burrow, Stewart & Milne Co.
LIMITED
HAMILTON, ONT.



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Largest Air Space. Low Prices.

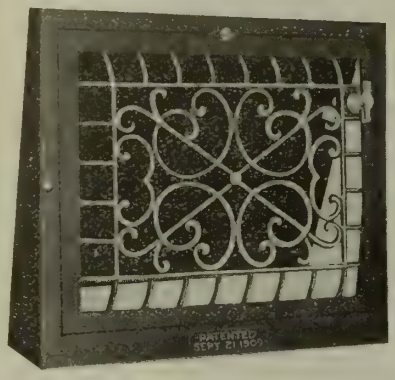
Get our Catalogue.

The HART & COLLEY CO.

Factories:
NEW BRITAIN, CONN.

Selling Agents:
GURNEY FOUNDRY CO.
Montreal, Toronto, Winnipeg, Vancouver and Calgary





"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

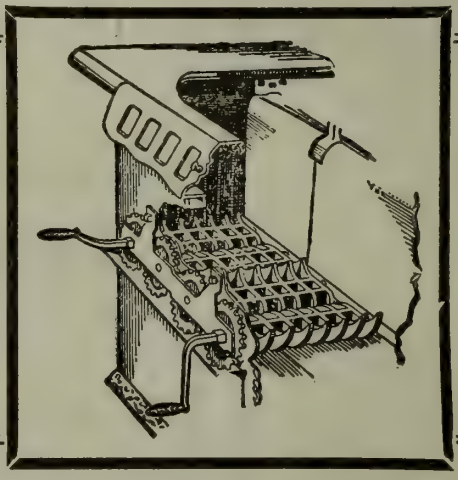
Woodstock, Ontario

SATISFACTION IS ASSURED

alike to your customers and to yourself if you stock and recommend the

"Champion" Range

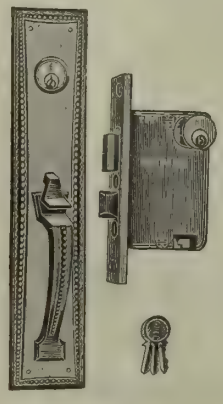
with the famous "Champion" Grate. This Grate gives better combustion than any other, because it is more open and more easily shaken and cleared. The "Champion" operates in 2 sections, and has cross-wise, non-warping bars that prove an irresistible selling feature.



Send for Catalog TO-DAY.

D. J. BARKER & CO.

Picton - Ontario



Locks and Builders' Hardware of all Kinds.

One Quality, That the Best.

Cylinder and Master Key Work a Specialty.

Write for our New Catalogue No. 3.

The Belleville Hardware and Lock Mfg. Co.

BELLEVILLE, ONT. LIMITED



The Moorish Sidewall Register

The Bull's Eye of Perfection

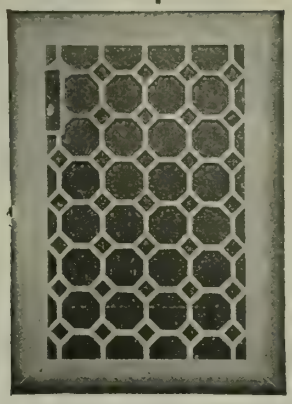
REGISTERS, FACES, BORDERS

"Made in Canada" Our new plant is in full working order making all known sizes, shapes and finishes.

Prices Rock Bottom

The Canadian Ferrosteel Company

Bridgeburg - - - Ontario



The New Convex Reversible Wafer

Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at

Montreal, Que. Hull, Que.
Marlbank, Ont. Belleville, Ont.
Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

Head Office:

Montreal

Sales Offices:

Montreal - - Toronto
Winnipeg - - Calgary



"T & B" Imperial Base-Board Register and Wall-Line

Pre-eminent for Design, Quality and Finish

When you are handling

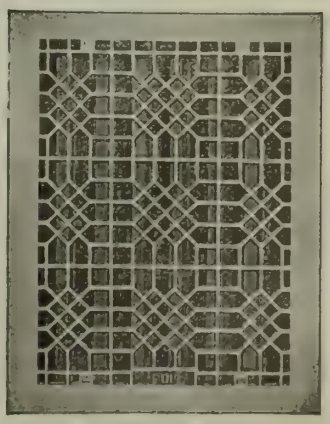
"T & B"

Registers, Ventilators and Grilles

you are selling the highest quality goods made, at a price no greater than other makes. "T & B," "Special," "Imperial," and "Baby" Base-Board Registers admit of the largest possible out-let of heated air, and furnace pipe manufacturers are making their boxes fit the above styles. Send for illustrated catalogue.

Tuttle & Bailey Mfg. Co. of Canada, Limited

BRIDGEBURG, ONT.



Semi-Steel Register

METALS

Iron and Steel

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Chances for Business

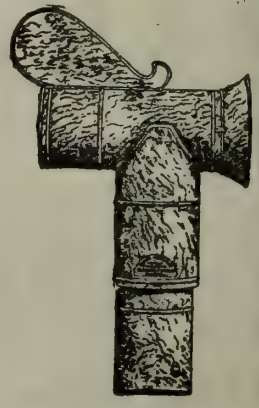
In these days of prosperity large public buildings are constantly being planned in all parts of the country.

These are your chances for getting business.

Good air is a necessity in all buildings, but more especially in those built for public use.

The best way to get good air is by the use of our

J. W. HARRIS Ventilators



They have been tried all over Canada, and have never failed to give complete satisfaction.

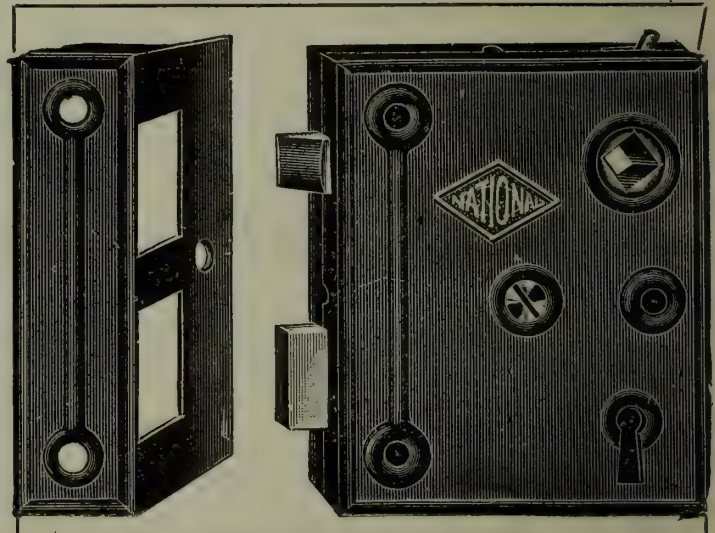
MONTREAL, January 19th, 1909
THE J. W. HARRIS Mfg. Co., Ltd.,
120 Sanguinet Street, City
GENTLEMEN:—
Replying to yours of the 15th inst., with reference to "HARRIS ROTARY VENTILATOR," which we bought from you, would say that this was bought for a special order at the request of our customers.
If we receive any further enquiries for these, we will know where to get them.
Yours truly,
LEWIS BROS., LIMITED,
E. R. Spragg, 20 Bleury St.

Write us for terms

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal



When you are requiring

Steel Rim Locks

Insist on having the

NATIONAL BRAND

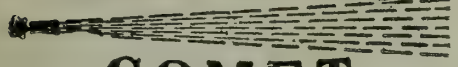
They are best, strongest and most durable

NATIONAL HARDWARE CO., Limited

ORILLIA ONTARIO CANADA

When you ask for

GILBERTSON'S



COMET

Galvanized Sheets

Don't take something else. Insist on his brand, which is the maker's.

Sole Canadian Sales Agent:

ALEXANDER GIBB,

13 St. John St. MONTREAL

SIMONDS



There is no saw made that has a more complete guarantee of quality than the SIMONDS. Every Dealer and Jobber should have our Catalogue and discounts.

Simonds Mfg. Co.

FITCHBURG, - MASS.

Branches throughout the United States and Canada.



NEW IDEA IN SHOVELS

THE SPLIT HANDLE

Advantages over old style:

1. GREATER STRENGTH
2. LESS WEIGHT
3. MORE ROOM FOR THE HAND

The handle is split at the top to form a D, and is made wider than the ordinary D handle, giving more room for the hand.

The hand piece is rabbited into the side pieces and held together by a rivet passing through them. The rivet at the bottom of the D prevents the handle from splitting downwards.

When ordering, specify Split D handles, as we furnish them on all shovels, spades, etc., without extra cost.

The D. F. Jones Mfg. Co., Limited, - Gananoque, Ontario



Buy the Best.

HERCULES

Sash Cord

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers

SEYMOUR SHEARS

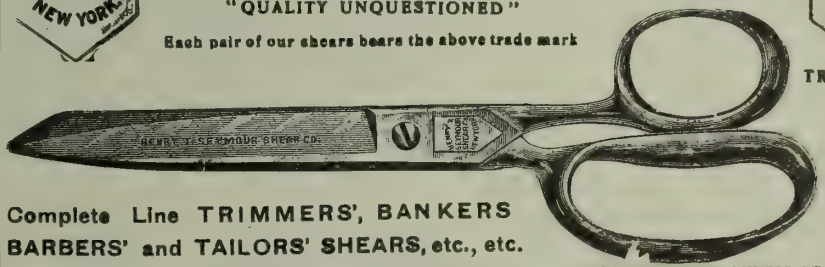
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK

TRADE MARK



Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents

Knowledge is Power

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

May we send you a copy of our comprehensive catalogue? You'll find details therein of the very book suited to your individual needs.

TECHNICAL BOOKS, 143-149 University Ave., TORONTO



The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BUILDERS' SUPPLIES.

Bell Phone 3033 P. O. Box 367

Bossé & Banks

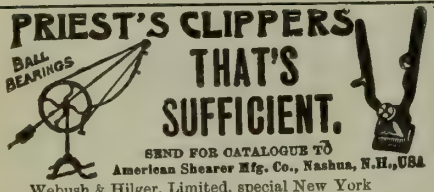
Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.

Board of Trade Building

39 St. Paul St., - QUEBEC

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

FEED COOKERS



MAKE MORE MONEY

Put in a stock of

FEED COOKERS

We make all sizes

Write

JAMES & REID

PERTH, ONT.

for catalogue and prices.

FILTERS.

Anti-Splash Tap Fitters

The "Galvo" Filter and Water Steriliser

"Perfection" Fire Extinguishers

There's good money in them for hardware dealers.

Write for Prices.

The Anti-Splash Filter Co.

OWEN SOUND - - ONTARIO

FLOOR SPRINGS.

The Best Door Closer is

Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS

Hospital St. - - - - Birmingham

GLASS CUTTERS.



Barrett's Standard Glass Cutters

in 22 different styles.

Order from your jobber or write direct.

W. L. Barrett, Mfr., Bristol, Conn.

HARDWARE SPECIALTIES.

HARDWARE SPECIALTIES

WE LEAD, ALL OTHERS FOLLOW. Manufacturers of Sprayers of all kinds, Asbestos Stove Pipe Thimbles, Heating Drums, Heating Stoves, Ash Sifters, Sifter Shovels, Nestable Stove Pipe, Gas Ovens, Steam Cookers, Gas Hot Plates, Toasters, Mats, Horse Singers, Safety Candle Lanterns, Kitchen and Wire Goods of all kinds. Quality is remembered a long time after price is forgotten.

THE COLLINS MFG. CO, - TORONTO

HORSE COVERS.

Birkmyre's Waterproof Horse Covers

SOLE MANUFACTURERS

The Gourock Ropework Export Co,, Limited

(of Scotland)

Montreal 28-30 St. Peter St.

Winnipeg; 132-134 Portage Ave, East

MANUFACTURERS' AGENTS.

CLARE, LITTLE & CO.

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY

SASKATOON, WESTERN CANADA

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker, 18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

THOS. SONNE, SR.

Manufacturer of

Awnings, Tents, Sails, and Flags of all Nations, Waggon Covers, Horse Covers, Inside Spring Roller Shades, Coal Bags, all kinds of Tents on Hire, Tarpaulins and Oil-Skin Clothing, Hoist Ropes fitted up at shortest notice.

193 Commissioners Street

Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

J. M. KAINS & CO.

MANUFACTURERS' AGENT

88 Pender Street W., VANCOUVER, B.C.

Open to represent a first-class Hardware Specialty. Highest References.

MANUFACTURERS' AGENTS.

T. W. HEMPHILL & CO.

Manufacturers' Agents

Building Supplies and Building Hardware

831 Powell St. VANCOUVER, B.C.

Correspondence Solicited. Highest References

We have competent Salesmen.

Best Facilities for Distributing and Storing

M. B. ANTHONY & CO.

MANUFACTURERS' AGENTS

503 Mercantile Bldg. VANCOUVER, B.C.

Correspondence solicited.

RIVETS AND STEEL PRODUCTS.

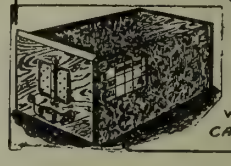
The PARMENTER BULLOCH CO., Ltd.

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

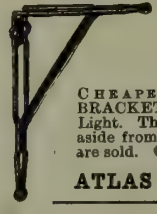
BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL, Toronto

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

ATLAS MFG. CO., NEW HAVEN

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention this paper.

SNAPS.

COVERT MFG. CO.
TROY, N.Y.

Chains
Halters
Horse Ties
Snaps of all kinds
Jacks

SQUARE COVERT BRAND

Square Brand of Harness Hardware

Look for this Trade Mark on all Genuine Covert Goods

SOLDER

METALS

We are Manufacturers. Large Stock. Prices Right.
We will be pleased to quote you.
Our New Phone No. Main 7930
THE CANADA METAL CO., LIMITED
TORONTO, ONT.

STRAPPING HOOP IRON.

J. N. WARMINTON
207 St. James St., Montreal
Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.

TOOLS.



AN ARMSTRONG BORING TOOL is always ready for use. Should be on every lathe. Saves all forging 70% Grinding; 90 % tool steel. Write for Catalog.

ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave.
CHICAGO, U. S. A.



VENTILATORS.



Ventilators and Chimney Cowls
My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

Buy your
WIRE GOODS
from
CANADIAN SALES & MFG. CO.
Office: 250 Lemoine Street
MONTREAL

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

THOMPSON & GUNN

Manufacturers of the famous "ALASKA" and "BONANZA" Steel Ranges, can now supply the Alberta and British Columbia trade from their Vancouver stock.

These ranges are made in six different styles and have every modern improvement. They give satisfaction to the customer and are profitable to the dealer.

Write for catalogue to our office at
937 Westminster Avenue
VANCOUVER, B.C.

The A. & J. Egg Beater, Cream Whip and Mayonnaise Mixer



Practically automatic. Operated with short up-and-down stroke with one hand only. Hardwood handle, finished with baked enamel fibre finish. Steel wire wings. Wings make six revolutions to each downward stroke of handle. A. & J. No. 1. Made exceptionally fine, packed one dozen each in handsome display cartons; two to five gross packed in each case. Write for prices.



Collette Mfg. Co.
COLLINGWOOD, Ontario.



Sharratt & Newth's Glaziers' Diamonds
are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

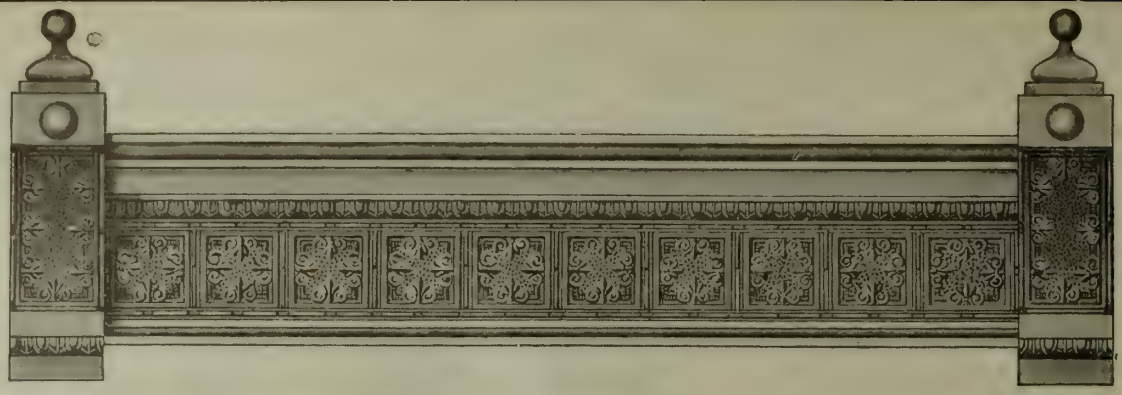
GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont

The Toronto Plate Glass Importing Co., Limited
(HILL & RUTHERFORD, Managing Directors)
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS
Works: Don Speedway, also Victoria St., - - - - TORONTO



Do you handle our Galvanized and Copper Cornices? Profits are good

If you have a tinsmith department in your hardware store you will find our line of Galvanized and Copper Cornices a very profitable one to handle You can make a liberal margin of profit on each sale. And we help you make the sale. We submit suitable designs, and make to order any design desired in copper or galvanized steel. Our Cornice Department contains the most modern machinery and is in charge of expert workmen. Every cornice we make for you will be first-class in every particular—an ornament to the building on which it is erected---a good advertisement for the man who erected it. Keep your eyes open for cornice opportunities. And remember to call on us for designs and estimates.

METAL SHINGLE AND SIDING CO., Limited

Branch Office and Factory, Montreal, P.Q. **PRESTON, ONTARIO**

Our goods are carried in stock at the following centres: St. John, N.B., Emerson & Fisher; Quebec, J. A. Bernard; Toronto, G. P. Breckon & Co.; Winnipeg, Clare and Brockest; Calgary, Ellis & Grogan; Vancouver, Wm. N. O'Neil & Co.

THE PRINCIPAL RAILWAYS IN CANADA RECOGNIZE THE STERLING VALUE OF

"DOMINION SPECIAL" RAILWAY FENCE

"The Landmark of the Future."

We have this year secured contracts for hundreds of miles of our fencing, which is being erected along the Right-of-Way of the largest railways in the Dominion.
TRAVEL BY WHAT LINE YOU WILL, you are sure to see "DOMINION SPECIAL" FENCE.
IT PAYS TO STOCK SO POPULAR A FENCE.

OH, YES! We Manufacture All Kinds of Wire, and are pleased to quote prices on WOOD SCREWS, WIRE NAILS, BARBED WIRE, OILED AND ANNEALED WIRE, STEEL WIRE BARREL HOOPS, HAY BALING WIRE, FENCE STAPLES, ETC., ETC., and of course

"DOMINION SPECIAL" FARM & RAILWAY FENCE.

Manufactured by

DOMINION WIRE MANU DOMINION **FACTURING CO., LIMITED**

Works : Lachine ***Montreal***

The Hohlfeld Line for 1911

Will be shown throughout Canada from Coast to Coast.

In justice to yourself see the line.

GET OUR PRICES.



In Variety of Designs, Weaves, Colors and Prices, which after all is most important,

The Hohlfeld Line Leads

"No. 816"

This illustration is of one of the deservedly popular numbers, being an Indian design, showing deer-traps in the centre of hammock, with wigwam and camp-fire in border and drapery.

Eastern Canadian Representative:
Ontario, Quebec and Maritime Provinces
A. G. PERRY
741 Cadieux St., Montreal

MADE BY
HOHLFELD
Manufacturing Co.
PHILADELPHIA, PA., U.S.A.
Largest makers of Hammocks in the world.

Western Canadian Representative
Canada (West of Ontario) and British Columbia
MICHAEL ERT
120-122 King St., Winnipeg

Universal Vacuum Cleaner Co., Limited



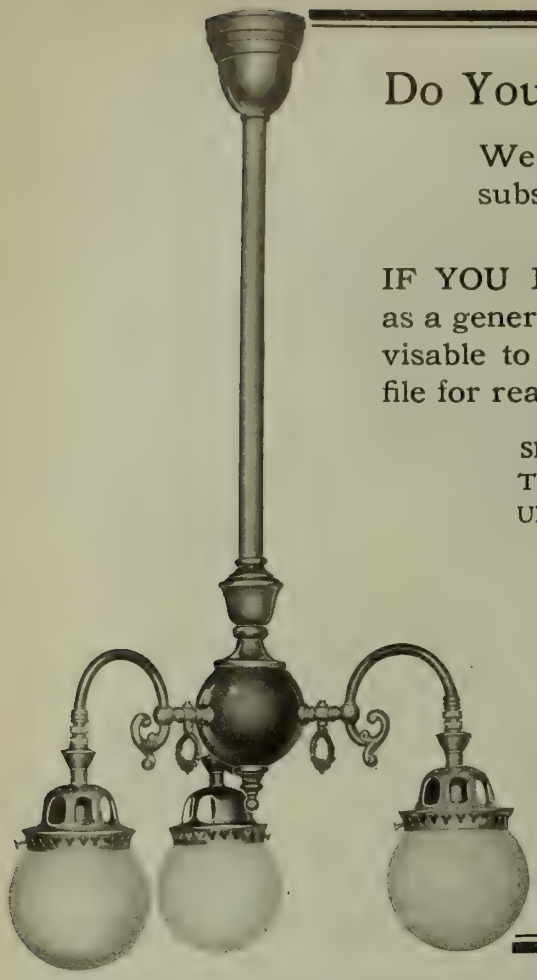
Hand Power Universal Cleaner, retail price $20
Electric Universal - - " " $85

WE ARE DELIGHTED with responses to our advertisements appearing in Hardware and Metal for sole agents in every town in Canada, but we want a lot more hardware men to handle our machines.

If you want to get into this line with the best machine on the market at popular prices, don't delay, as after September 1st we pass up the hardware dealers and will appoint our sole agents amongst some other trades.

By losing the agency for your town of the Universal, you let go the coming money maker of the day.

Universal Vacuum Cleaner Co.
LIMITED
596 St. Catherine Street West : MONTREAL

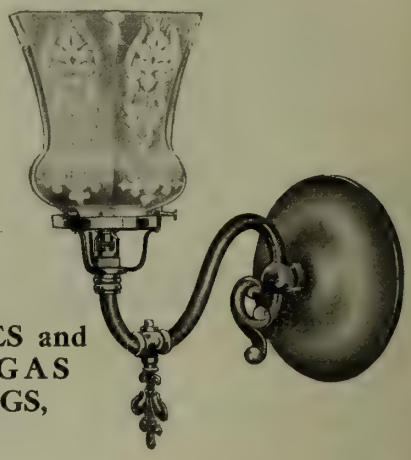


Do You Handle GAS FIXTURES?

We make these goods in a large variety of designs, substantial in construction, attractive in finish.

IF YOU DON'T handle fixtures as a general line it would be advisable to have our catalogue on file for ready reference.

SHALL BE PLEASED TO MAIL YOU COPY UPON REQUEST.



GAS GLOBES, SHADES and GAS SUNDRIES, GAS PIPE, PIPE FITTINGS, TOOLS, etc.

THE

JAMES MORRISON BRASS MFG. CO.

LIMITED

93-97 Adelaide Street West, TORONTO

HARDWARE MEN

THE COPPER



COATED CAKE

It pays to sell Babbitt Metal manufactured by The Canada Metal Co. Every one knows our goods.

Be advised and make your next order read

Harris Heavy Pressure Bearing Metal

Sole manufacturers

The Canada Metal Co. Ltd., Toronto

H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.
¶ For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single gunsare specially suited.
¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

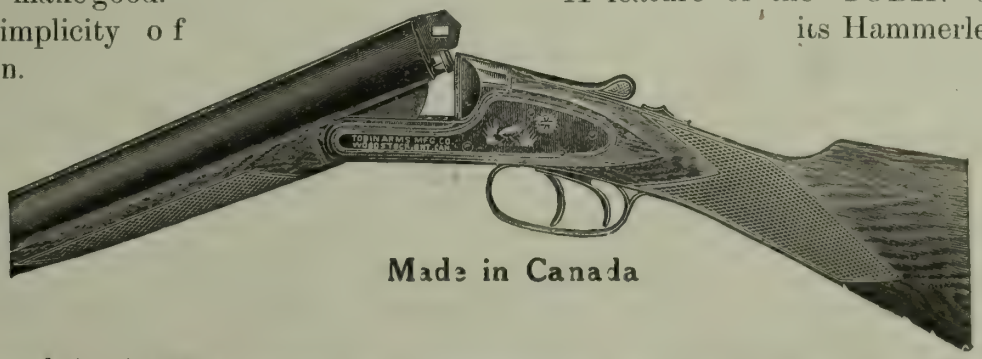
Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., *715 Park Avenue, Worcester, Mass.*

Tobin Simplex Guns

There's genuine satisfaction

in selling a GUARANTEED ARTICLE, and we authorize dealers to guarantee every TOBIN GUN they sell. We will endorse this guarantee, and are right here to "make good." A feature of the "TOBIN" GUN is the simplicity of its Hammerless construction.



Made in Canada

It is noted for its fine mechanism, construction and quality, and is a line every hardwareman can handle with satisfaction and profit.

Send for catalog.

TOBIN ARMS MFG. CO., LTD.

Woodstock, Ont.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

BUSINESS CHANCES

$200—For sale, Old's gasoline engine, 8 horse power, 3 years old, in perfect condition. Apply to G. N. BOURQUE, Sherbrooke. (34)

FOR SALE—Hardware and Furniture Business in one of the best wheat growing districts in Southern Manitoba. Stock, store building and dwelling house $6,500. Good opening for live man. Address Box 1027, HARDWARE AND METAL, Toronto. (37)

FOR SALE—A good live business in plumbing, heating and tinsmithing in a good business town of 3,000. First-class surrounding country. Stock about $3,000. Box 222, Aylmer West, Ont. (35)

FOR SALE—Retail hardware business, established 20 years ago by Geo. B. Morris and conducted by the present owners for the last 4 years. In connection with the winding up of the existing partnership, the business is offered as a going concern. Correspondence invited. McMillan Bros., Guelph. (25tf)

HARDWARE AND TIN BUSINESS FOR SALE—Ontario town. Attractive business centre. Always strong trade conditions. Stock $14,000. Turnover $45,000. Terms easy. Full money payment not required. Would consider competent and desirable man for partner. Apply Box 998, HARDWARE AND METAL, Toronto. (25tf)

FOR SALE

FOR SALE—36-in. Folding Machine, new, at a bargain. Chas. Burkholder, Tilsonburg, Ont. (33tf)

FOR SALE—One full set of Tinner's Tools. Will sell all or any part of the set. H. W. Storey, Francis, Sask. (36)

FOR SALE—1 Carter 100-Light Acetylene Gas Machine, in good condition. Will be sold cheap, The Geo. Taylor Hardware Co., New Liskeard, Ontario. (30tf)

FOR SALE -1 saw and tool cabinet, 5 ft. by 8½ ft. high; 1 hardware cabinet, 11 ft. by 8½ ft. high; 1 hardware cabinet, 16 ft. by 8½ ft. high. These cabinets are practically new, fitted with Bennett drawers and finished in weathered oak. Further particulars—Noden, Hallitt & Johnson, Ltd., West Toronto. (34)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

AT LAST—A really practical pencil sharpener. The "Spiro" sharpener built on a new principle, positively does not break the lead. Ten blades. Sharpener lasts a lifetime. Every pencil user needs one. Your pencil sharp in a second. Ask your stationer or write us direct. A. R. MacDougall & Co., Canadian Agents, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

A book-keeping staff in itself—doing the work with machine precision and accuracy, the National Cash Register. Write for demonstration literature. National Cash Register Co., 285 Yonge Street, Toronto.

ANY MAN who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. In case of loss or delay prompt refund is arranged or new Order issued.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited. Manufacturing Stationers, Toronto. (tf)

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

DISPLAY YOUR GOODS to better advantage by using up-to-date fixtures. We are specialists in planning stores and offices. Get catalogue "J." which contains illustrations of many new features and several handsomely equipped stores and offices. Jones Bros. & Co.. Ltd., 30-32 Adelaide Street W., Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

ERRORS AVOIDED, LABOR SAVED—Using the Shouperior Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet, perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full inquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

FOR THE MONTH OF AUGUST ONLY we offer some exceptionally good values in rebuilt Smith Premier Typewriters. Do not fail to write us for prices. They will astonish you; so will the high quality of the machines. THE MONARCH TYPEWRITER COMPANY, LIMITED, 98 King St. West, Toronto.

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

IF you have been afflicted with one of those Fountain Pens that won't write when you want it to, or leaks when you don't want it to, give it to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Company, Toronto, Sole Agents for Canada.

KAY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in Carpets, Rugs, Furniture, Draperies, Wall Papers and Pottery, with cash prices. Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

KEEP ACCOUNTS WITHOUT BOOK-KEEPING. Formerly accounting meant keeping books. Today you can keep accounts cheaper, better, quicker and more accurately by discarding all books and installing a McCaskey Account Register. Don't be skeptical—investigation costs nothing. Write to-day. Dominion Register Co.. Ltd., 100 Spadina Ave., Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto. (tf)

SAVE 50% OF COST of handling merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelorete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WANTED---A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Ltd., 33 John St., Hamilton, Ont. (tf)

WHEN buying bookcases insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

SITUATIONS WANTED

EXPERIENCED TRAVELER seeks re-engagement or would entertain responsible indoor position. A1 references. Box 1012, HARDWARE AND METAL, Toronto. (34)

YOUNG MAN, with good hardware experience and capable of taking charge, wishes to correspond with real live up to-date firm. Box 1026, HARDWARE AND METAL, Toronto. (34)

SITUATIONS VACANT

WANTED—Experienced tinsmith. State experience and references. Must have good habits. Western Ontario town. Box 1025, HARDWARE AND METAL, Toronto. (34)

WANTED—Experienced salesman in some staple line to form brokerage company with young man with some capital. Address Box 1024, HARDWARE AND METAL, Toronto. (34)

WANTED—An up-to-date hardware clerk, one who understands window dressing and advertising. Apply to Drawer 544, Port Arthur, Ont. (34)

Big returns

Genasco Ready Roofing not only nets you a good profit on sales, but it continues to give you big returns in the customers it brings back and new customers it gains.

Genasco
Ready Roofing

gives solid satisfaction because it is made of Trinidad Lake Asphalt, the greatest waterproofer and weather resister known.

Satisfied customers are bound to be paying customers. And you ought to have your share of them.

Write for samples and full information.

GENASCO · THE STANDARD OF EXCELLENCE · TRADE MARK

THE BARBER ASPHALT PAVING COMPANY

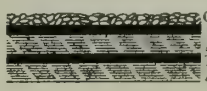
Largest producers of asphalt and largest manufacturers of ready roofing in the world

PHILADELPHIA

New York San Francisco Chicago

Mineral or smooth-surface Genasco Roofings

Cross-section, Genasco Stone-surface Roofing



Roofers' Supply Co., Ltd., Bay and Lake Streets, Toronto, Ont. D. H. Howden & Co., Limited, 200 York Street, London, Ont. J. L. Lachance, Ltd., Quebe

GENASCO KANT-LEAK KLEET is the only satisfactory method of applying ready roofing without cement. Keeps seams from bulging. Makes them positively water-tight. Gives roof a fine finish. Furnished in rolls of Genasco when specified.

It's a Matter of Profit

Every one of the various products of TWENTY British makers whom we represent will prove a MONEY MAKER for the wideawake dealer.

OUR GRIP HOLDER FOR GAS OR ELECTRIC SHADES sells itself. We claim there is no other holder which requires no screws, no attachments, but itself. IT IS INVERTED, OF COURSE, AS THESE ARE THE LATEST THINGS IN GRIP HOLDERS.

PLEASURE TO EXPLAIN IT TO YOU. NO order too large and none too small.

OUR PATENT SOLDERING IRON saves labor, time and trouble, and is just the thing that will attract business in your neighborhood.

IT WILL PAY you to investigate our fine British paints.

WE represent the TITANIC PAINT CO., of Birmingham, Eng. Their sample card will interest any live merchant. Write for particulars.

RANDALL BROS., of London, have an enamel paint that has never been even approached in the CANADIAN MARKET. Let us demonstrate its merit. Our BOOKLET is convincing. All new and interesting.

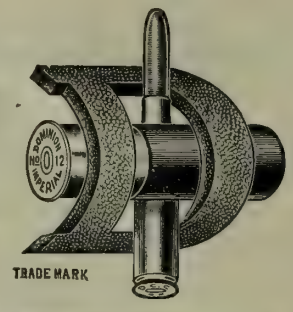
Don't buy SANITARY FITTINGS before consulting us; we have cast iron WATER PIPES by WATSON GOW, of Glasgow; roofing, glazed wall tiles and external terra cotta stable fittings. OUR PATENT CHIMNEY POT ABSOLUTELY PREVENTS DOWN DRAFT. It is in use on the GOVERNMENT BUILDINGS at Ottawa, and on the ROYAL PALACES OF BRITAIN.

QUALITY is remembered long after the PRICE has been forgotten.

The International Supply Company
140 MANSFIELD STREET, MONTREAL

Profit on Ammunition

The dealer can sell Dominion Ammunition at 10% below imported and still net 10% more profit.



The Quality and price of Dominion Ammunition will retain old customers and bring new patrons to your store.

The handsome lithographed labels and neat serviceable boxes of Dominion Ammunition decorate your shelves and attract customers.



A new box of Ammunition for every defective Dominion Cartridge made since 1907 that is returned to us. Tell your customers this.

Dominion Cartridge Company, Limited

Ammunition Manufacturers, - - MONTREAL, CANADA

KEMP'S Royal Tea and Coffee Pots

NICKEL PLATED

OF ATTRACTIVE DESIGN — HANDSOMELY FINISHED — HEAVILY NICKELED — WITH ENAMELLED WOOD HANDLES





Nos.	430	440	450	460	431	441	451	461
Pints	3	4	5	6	3	4	5	6

Packed separately in cardboard boxes. — Put up 1 dozen in a case.

PRICES ON APPLICATION

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS : : : : TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL, QUE.

Should Local Publishers Accept Mail Order Ads.?

Discussion of a Question Which is Agitating Merchants Everywhere — Loyal Support of the Newspaper Deserves Reciprocation on the Part of Merchants— How Two Publishers Have Helped Their Local Advertisers.

Where does the publisher of the local newspaper stand in relation to the fight which merchants who patronize his columns may be putting up against mail order competition? To one phase of the question there is a positive answer. The great majority of publishers have at least demonstrated their loyalty to local interests by refushing to publish the advertisements of mail order houses which are offered to them from time to time. Some of those who have so refused have expressed themselves as satisfied with the amount of business which has come to them in the shape of advertising from local merchants. Even if they were dissatisfied they would probably take the same attitude as the man who declares that the local merchants do not do enough advertising, but that disloyalty on his part would be out of the question.

There are wide-open opportunities for sympathetic co-operation between the newspaper and the merchant with regard to this development of the home field in favor of local concerns. The medium of public opinion can very often pilot to success any organized effort which the merchants may take with the object of solving their different problems; it can straighten out kinks which retard united effort among merchants; it has access to every constituent of the community and can do much educative work in discouragement of long-distance shopping.



The City Departmental Stores Beaten at Their Own Game

Anything and Everything in every line of Trade

Everything from a Needle to a House and Lot

Dry Goods
Ladies' Wear
Furs
Clothing
Men's Furnishings
Boots and Shoes
Trunks and Valises
Furniture
Stoves
Tinware
Housefurnishings
Hardware
Woodenware
Earthenware
Chinaware
Groceries
Confectionery
Meats
Machinery
Tobacco
Smokers' Goods
Toys
Books
Magazines
Stationery

In this issue the Renfrew Journal presents a combined list of goods with prices quoted and suggested such as no city departmental store can equal in variety of stock, newness of goods, quality, style, nor yet in prices.

The combined stores of Renfrew can easily outrival any twenty departmental stores in the stocks carried, the prices offered and the quality of goods sold.

Investigation will prove this point beyond dispute.

When you have ALL the big store stocks here to choose from you have more variety than any city departmental can give in any one line.

By trading here you have the opportunity of inspecting the goods and comparing values on the spot.

You save time, trouble, postage, express, and disappointment.

You have immense stocks of new goods to choose from.

You have the reputation of business men who are here all the time to back up the quality of what you buy.

You are not trading sight unseen. You see the goods you buy, and buy the goods you see.

As to Prices!

On investigation it has been found that the city departmental stores do not sell the same quality of goods lower than the local merchants. You may think they do, but the truth is that they do not. Local merchants have less proportionate expenses to pay. All the Renfrew merchants are financially sound, and so able to purchase for cash, and in large quantities—the City Departmental store has little advantage over them there. A comparison of the City Departmental store's catalogue prices with the local merchants' prices will be the most convincing evidence that

It Will Pay You to Trade in Renfrew

Just make that comparison once or twice and convince yourself. In the meantime read the advertisements in this issue—there are some great bargains offered. See the goods, get the prices, examine the stocks, and the rest may safely be left to your good judgment.

School Books
School Supplies
Music
Musical Goods
Fancy Goods
Millinery
Drugs
Drug Sundries
Medicines
Harness
Photographic Supplies
Farm Machinery
Printing
Insurance
Banking
Legal Help
Medical Help
Veterinary Help
Money to Loan
Undertaking
Property
Business College
Collegiate Institute
And other lines too numerous to mention.

Read the Renfrew Journal each week. It contains the fresh, bright store news of *all the Leading* advertisers in Renfrew. You will get up-to-date news about stocks, goods and prices—not the big city store catalogue style printed maybe six months or a year ago. In addition you will get all the news of the district, a summary of the world's doings, special pages for the farm and the home, a good continued story and an original editorial page. The Renfrew Journal—an up-to-date local paper—only $1.00 a year. Send in your subscription now.

Page Ad. Clipped From the Renfrew Journal.

There Must be Co-operation.

There is neither room nor reason, therefore, for strained relations between the merchant and the newspaper. It would seem that no such situation should be allowed to develop which would suggest to either party a retaliatory action involving recourse to out-of-town patronage or prices. There should be no reason why one side should, for example, apply a handicap to the other's business in the form of a mail-order house advertisement, or why one should jar the other with a suggestion that he can get better prices on printing in a distant city. Yet, these things sometimes happen, and a good instance is available. At a recent conference of newspaper men where the discussion hinged on a certain phase of co-operation of local business interests, one man stated that a merchant had recently asked him for a figure on some job work. The printer gave him his best price, whereupon the merchant protested that he could do far better in a neighboring city. Yet this man was one who did not hesitate to nudge the newspaper man every time he thought the mail order houses deserved a knock. It developed at the meeting in question that this was not an extraordinary experience.

A Publisher's Opinion.

Should country newspapers refuse mail order advertising? The following reply to that question was given by a publisher at a recent session of the Weekly Section of the Canadian Press Association:

"On general principles," said he, "I think a country newspaper should be free to accept advertising from any source or any line of business, provided it does not offend against good morals, good taste, and the general policy of the paper; and its authors are financially responsible.

"The city department store is the big opponent of the local merchant, tradesman, and, sometimes, even manufacturer, and, thus, of the trade interests of the smaller towns and villages with whose interests those of the local newspaper are vitally associated. These interests the home

journal is bound to promote in the general interests of the community.

"My own opinion on the question is that when local dealers and business men of all classes are giving a fair support to the home printing offices, in the way of newspaper publicity, job work and subscriptions, the local paper should stand by its patrons and by the home industrial community. When such happy conditions do not exist and when the big departmental store's advertising campaign could be used 'to point a moral and adorn a tale,' it might profitably be accepted and used effectively in that way.

"On the other hand, it does not appear to the writer to be a square deal to the city advertiser to accept his copy and his good money therefor, and then knock him and his class in the local and editorial columns. Being in that fortunate class receiving a very generous local support, and feeling that we should reciprocate by protecting our patrons, this, paper has so far answered the city department store's advertising question in the negative."

An Experience and a Suggestion.

Newspaper publishers generally have the interests of their communities at heart. They are called upon from time to time to give consideration to the various problems which beset those communities. They are fully aware of baneful influences of the mail order problem, and, it would appear, are ready to participate in any plan of co-operation looking to its solution. Many of them have already done much to develop local loyalty. The experiences of one publisher in this work are narrated in the letter recently received at this office. It also contains a good suggestion. This man states:

"Some years ago we devoted much thought and space to the subject of out-of-town dealing, and I feel that we did some good, but I quit it when one of our merchants, who clapped me on the back oftenest for my articles, was in the habit of getting stuff that he did not keep in stock from one of the Toronto houses. Later I learned that other merchants did likewise, and I felt that I was the fool.

"However, I feel that, from the standpoint of a town, the continued dealing in the larger cities by the citizens of the smaller towns and countryside, will eventually ruin our smaller centres. How can we overcome it, is the question? I see but one way. Our merchants may go on advertising that they sell as cheaply as the large departmental stores do, but that does not go. The merchant has to show what the department stores sell certain lines of goods for, and in the same line show what he will sell it for.

"Now, my idea would be for the leading merchants of the towns to join forces, and branch out in a vigorous campaign with a well laid plan. Have them meet weekly, take Eaton's, Simpson's, etc., advertisement, and carefully go over the leaders, noting the prices. Then have each merchant shape his advertisements for the weekly papers in his town accordingly, stating in bold figures what the certain articles are advertised for in Toronto and what he is selling them for. If the local merchants can sell as cheaply as the city chaps, which they claim they do, then such a course in my mind is the only one to appeal to the buyer.

"This plan may not be feasible in some places, but I do not see why it could not be made to work in others. It has now come to be a question of competition with the departmentals rather than locally, and the sooner the local merchants see this the better. In our town alone, it is estimated that not less than $3,000 monthly leaves here for the city departmentals. We are great sufferers."

Merchants Largely to Blame.

A publisher in a town of 5,000 has this to say:—"The merchants, I think, are largely to blame for losing to the departmental stores business that should go over the local counters. Persistent, intelligent advertising should convince the public that they really save money (all things being taken into consideration) by buying at home.

"For months I have been running a series of articles pointing out the advantages of patronizing the home stores, but such advice can have but little force unless it is backed up by advertised evidence from the merchants whose business we are trying to help. The trouble is that too many merchants bewail the amount of money that goes to mail-order houses and yet are not willing to spend a few dollars in letting the people know that purchases can be made just as cheaply at the town store without taking the chances of buying from a catalogue. There is an old saying that one should "fight the devil with fire." In this case the "fire" is advertising and if the merchants will use this weapon with intelligence they can hold a large portion of the business now going past them, and can rest assured that they will have the co-operation of every local newspaperman."

How Two Publishers Helped.

Reference was made in Hardware and Metal some months ago to the assistance given local merchants by the St. Mary's Journal by publishing a comparison of prices of goods quoted in departmental store catalogues and in local stores, the comparison being invariably in favor of the local merchant.

The Renfrew Journal has given similar assistance to local merchants by the same methods as well as by publishing the accompanying full page advertisement and editorial. The latter follows:

"A great many people believe that they can purchase certain lines of goods to better advantage in the big city departmental stores than they can in the local places of business. Practically speaking, nothing could be further from the truth, but the city departmentals by persistent advertising and insistent claims have persuaded a considerable following up to this false doctrine. Appeals might be made to the local patriotism, the local friendships and the local interest to patronize local business rather than the city departmentals, but the merchants of Renfrew, as will be seen by a perusal of this issue, have a better and fairer way. They ask no favors. They advertise what they have, quoting prices and qualities, and leaving the matter to the investigation of the people.

"Investigation is what is needed. If the general public would honestly and intelligently compare qualities and prices they would soon conclude that it would pay them to confine their purchases to the local merchants. For fear that this statement may be considered overdrawn, it might be well to compare some prices. In the catalogue of one big store the lines of Stanfields' underwear are quoted five cents per garment higher than they can be purchased at any store in town. A special stove, quoted as a bargain in a departmental store, at $44.50, is sold here regularly for $44, and is sometimes advertised for even less. A wool muffler, quoted at 27 cents in the big city advertisement Wednesday, is on sale here regularly for 25 cents. So it goes throughout the list, and there are few lines on which the local stores are truly beaten.

"To be sure, the city stores do sometimes catch bargains which they pass on in part to their customers. They buy in good quantities and for cash, but they have no advantage there, for local merchants do the same, and oftentimes have big bargains, too, to offer.

"What is needed is investigation and understanding of the situation. The merchant needs to advertise, the local people need to watch the advertisements. The enormous expense of the city departmentals in every line outweigh any minor advantages they have otherwise, and the local man who trades with the men he knows and can trust consults his own pocket and pleases his own local loyalty at the same time."

JIM PARKS' STORE.

You know Jim Parks? He used to farm
  Out Hopkins Corner way.
Well, he got tired of planting corn
  And cutting oats and hay.
It was too hard and dull a life—
  He said he could make more
To move to town and open up
  A little hardware store.

The opening up was easy done,
  And things just 'peared to swim.
You work a farm, but keep a store—
  It seemed like fun to Jim.
His trade? Well, he had more or less—
  'Twas hardly ever more—
But times would better in the fall,
  And—he liked keeping store.

One day last week I called around
  And found him dreadful blue;
He kept the store all right, but kept
  The things inside it, too.
"The business suits me lots of ways,
  But tell me how," said Jim,
"A man can keep on keeping store
  "When it will not keep him!"

The Opportunity of the Electrical Department

A Strong Campaign Should be Pushed This Fall—The Lines Must Be Well Displayed and Advertised. The Development of Electrical Lighting and Power for Farm Use—A Chance for the Merchant—Light Outfits for Xmas.

A strong campaign for the pushing of the electrical department in the fall should now be planned. The exodus from the country will soon be in full swing. Houses will be opened up, and improvements made so that the winter can be passed most pleasantly. The coming of the metallic filament lamp, and the lessened cost of pretty fixtures have given to electric lighting a great impetus. Power, owing to the competition among rival corporations and the cheapening of production, is rapidly being cut in price, and thus in every way is there an inducement for the using of electric light. The merchant who pushes his department well this fall will not be disappointed at the result. But the lines must be well displayed and advertised.

Like every other department of the hardware store electrical supplies cannot be expected to sell themselves. If the merchant is content to lay in a stock of lamps, fixtures, wire, sockets, guards, and so on, and to keep it hidden away at the back of the store, then, unless he is more lucky then the majority of storekeepers he will find that very little trade will come his way. It is essential that the public should know what the merchant is handling, and that attention should be focused on the articles.

We know of a case of a merchant doing a very large trade in electrical supplies who ascribes his connection simply to persistent window display. Week in and week out his windows were never without some reference to the electrical department, and at regular intervals the whole display was given over to the goods. In this way he made the public interested in the lines and got his house looked upon as the electrical supply store. Now no one who wants any article in connection with electric lighting would think of going anywhere else but to this store.

The same with electrical utilities, such as flat irons, stoves, lighters, oilers, radiators, etc. The displays have given the store such a reputation that it is looked upon as the house for anything electrical. Other merchants can do the same thing. It is simply a question of good display and of proper advertising.

Electrical goods undoubtedly combine well with other articles of hardware, while it must not be forgotten that as candles, oil lamps and incandescent mantles have always been connected with the hardware trade so should the supply of electrical fittings. The various lines are clean to handle, while with any general display the merchant might be running either in the interior of his store, or in the window display the lamps can help to a very great extent in the illumination, while the shades and fixtures being artistic add to the beautifying of the display.

Electricity on the Farms.

The demand for electrical supplies is ever growing, not only in the towns but on the farms. The modern farmer wants electric power on his farm, and he is willing to pay for it, and there is no doubt that the spread of the electrical movement in the States so far as the farmer is concerned will soon be followed in Canada. There is plenty of power now going to waste in all parts of the country that before long will be utilized for the generation of electricity to the great benefit of the surrounding farming community. Electricity on the farm means easier labor and easier hours for the men employed, it means comfort in the farm house and a lessening of the fire hazard. By providing suitable lighted buildings work can be done more efficiently. Electric power is peculiarly adapted to farm use—to pumping water, driving conveyers, running churns, separators, milking, household washing, ironing and so on. Manufacturers of farm machinery have taken up the subject, and their salesmen are urging farmers to take advantage of the use of electricity. The makers of electrical machinery are paying especial attention to the rural field and are now making small complete electric outfits for farm use. The progressive hardware merchant who is now pushing his electrical supplies and gaining a reputation for this branch will be in the best position to cater for this agricultural demand. So far as the lamps, wires, etc., are concerned he will already be in a position to supply, while any of the larger and heavier articles wanted on the farm can soon be stocked when the demand arises for them. The great thing is to be ready when the demand comes along. The merchant thus first on the field has the advantage.

The Canadian Carbon Co., Toronto, are placing on the market this year some new Xmas tree electric outfits, which should prove good sellers for hardwaremen, as well as being useful for window displays in their own and other merchants' stores. One of these outfits is grownarranged with 8 lights with miniature sockets, having a 6-foot leader and switch. The distance from lamp to lamp is 2 feet, allowing these new style outfits to be easily arranged around the tree. The lamps are colored and are of 3½ volts. The outfit can be lit very easily by batteries consisting of 3 standard dry cells size No. 6, connected in series, and the service can easily be trebled by connecting the outfit to 2 sets of 3 cells each in multiple series.

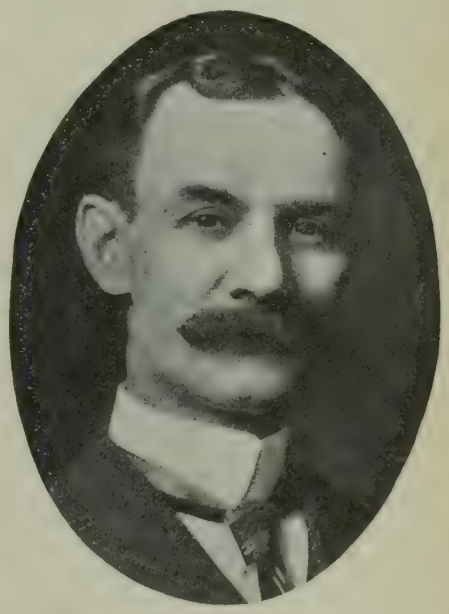
As well there is the flash light business which might be handled by hardwaremen as an added electric light feature.

GURNEY-TILDEN CO. REORGANIZE.

As announced in Hardware & Metal two weeks ago, the Gurney-Tilden Co., Hamilton, has been reorganized and a new charter taken out in the name of the Hamilton Stove & Heater Co., with capital of $600,000.

John H. Tilden, for many years president and general manager of the Gurney-Tilden Co., retires and W. H. Carrick, formerly vice-president and general manager of the Gurney Foundry Co., becomes president and general-manager of the new company.

The original intention of the new company was to take over the four stove



W. H. Carrick, who has Resigned Position of General Manager of The Gurney Foundry Co.

foundries of Hamilton, namely: the Gurney-Tilden Co., D. Moore Co., Burrow, Stewart & Milne, and Bowes, Jamieson & Co., but although a couple of meetings were held the promoters were unable to complete negotiations, and Mr. Carrick stated that so far as his firm was concerned, the merger was off.

With the exception of the retirement of Mr. Tilden, there will be no immediate changes in the staff of the Gurney-Tilden Company, the whole staff being retained by the new company.

Mr. Carrick severs his connection with the Gurney Foundry Co., Sept 1. He has been with this firm for 36 years. It is understood Cromwell Gurney will succeed Mr. Carrick as general manager of the Gurney Foundry Co.

You may not be able to do great things, but you can at least try to do the small things in a great way.

Provisions and Limitations of Fire Insurance Policies

Importance of Careful Consideration of Provisions of Policies Pointed Out in an Interesting Series of Booklets Issued by the National Association of Credit Men—Features of Standard Policy Used in New York and Other States Outlined.

A series of six booklets on "Burning Subjects" has been issued by the National Association of Credit Men, 41 Park Row, New York. Insurance policy contracts are forbiddingly lengthy and merchants often fail to realize the importance of knowing their contents.

Booklet No. 1 emphasizes the necessity of insuring. No. 2 points out the fact that no other business contract is treated so lightly as the insurance policy, and therefore policyholders often have to take settlements on their losses which they think are unfair. The point is made that all conditional and restrictive clauses should be made to apply exactly to the merchant's property or stock of goods.

About Insurance Companies.

The character of insurance companies and methods of getting information regarding them are covered in booklet No 3. To quote.

The points to consider in order to determine how sure is the guarantee against fire for which you are paying your good money are much the same as one follows in investigating a concern or individual to whom he is to extend credit.

1. What is the net surplus above capital and all other liabilities?

2. Has it (the insurance company) a record of paying its debts (losses) promptly and without unjust deductions?

3. Are the men who manage its affairs men of character and high standing in the community, upholding the principles of business which assure a long and honorable existence?

Reducing the Rate.

Rate reduction is discussed in No. 4. "Instead of railing at the insurance companies," it says, "might it not be more sensible to see what we can do to cut down the losses?" It is pointed out that insurance companies have suggested methods, many involving but small expense to adopt, by means of which, experience has shown, losses can be cut down, and rates correspondingly reduced.

The next booklet in the series touches upon co-operation of municipal authorities and individuals, in order to prevent loss by fire.

Features of Standard Policy.

Booklet No. 6 the latest of the series reviews the more salient features of the standard policy form and gives in a concise fashion information of great value. The article, reproduced in full below, will help to equip the merchant to safe-guard himself against fire losses:

"Up against hard luck and a soulless corporation! That's the way the man talks who had a fire and failed to collect what he thought he was entitled to. More than likely you know him or have been told his story.

"It makes the company look black, but possibly there's the company's side, which you haven't heard. Your friend who had the fire wouldn't be expected to tell it.

Contracts Not Drawn to Fit Risk.

"There are some mean adjustments made, close bargains struck by insuring companies, especially when they are in the midst of a bad year; but if you will take as much pains as I have to seek the truth, you will find that in the great majority of cases the trouble is with the policy contracts. When it comes to a loss, they are found not drawn up to fit the risk.

"The agent may have been a good fellow, but you never thought of your policy as a contract full of conditions; and this friendly agent, the company's representative, though competent in other matters, may not be well posted regarding insurance contracts.

'He may have taken some very vital things for granted which were not true, the result being an imperfect policy contract which can't be enforced.

"There's scarcely a merchant who will pay for a $10 invoice of goods without checking every item, no matter how numerous they may be, yet the merchant is rarely to be found who will check the clauses of his policy, which, if correctly drawn, may be worth 50 times $10 to him some day.

"So get out your policy and follow along, observing first the printed matter. The frequency of the word "void" should draw our attention. For instance, we destroy the validity of the policy IF (without specific agreement to the contrary written in the policy*)

> "(a) We had, when the policy was written, or at any time during its life, procured any other contract of insurance on property covered by the policy.
>
> "(b) We knowingly increase by any means the chances of fire.
>
> "(c) We employ mechanics in building or repairing the insured premises for more than 15 days at a time.
>
> "(d) Our interest as insured is other than unconditional and sole ownership (not the property, but the person named in the policy is protected—that's important to remember); or, if the property insured be a building on ground not owned by the insured.
>
> "(e) In the case of property other than buildings, if it becomes encumbered by a chattel mortgage.
>
> "(f) Illuminating gas be generated or there be kept or used on the premises benzine, dynamite, ether, fireworks, gasolene, powder, naptha, explosives, phosphorus, petroleum, or any of its products of greater inflammability than kerosene oil of United States standard, and then in prescribed quantities. (This clause, generally speaking, is in harmony with State or municipal prohibitory statutes.)

"Again, unless specifically mentioned, the following property is not covered by the policy: Signs, awnings, store and office fixtures, tools, etc.

"In the compass of this talk I can't pretend to list all the printed conditions of the policy. My main purpose have been to awaken you to the fact that your policy is a contract full of conditions.

Special Provisions.

"Now for a consideration of the special provisions which the agent inserts in the space above printed portion of the policy. They have two special purposes:

> "1. To make the policy fit the property and method of conducting business.
>
> "2 To make certain modifications of the policy in the company's favor for protecting the company against hazards not contemplated. Don't trust anybody's mere 'say so' regarding them. See for yourself that they fit the risk.

"If any of the printed conditions are not now, or probably will not be, strictly lived up to in your business, insist that there be written in this space the necessary permissions. Insist that they be written on the policy, and do not take the friendly agent's "Oh, that will be all right."

"Three-Quarter Value" Clause.

"Now, there are certain clauses supplied by the companies to the agents, the use of which you should understand.

"For instance, there is the 'Three-quarter Value Clause,' which means that the amount of insurance permitted to be carried is to be limited to three-quarters of the actual value of the property covered, and the companies shall not be liable for an amount greater than three-quarters of said value. Insurance companies figure that this clause removes considerable temptation to carelessness.

"Percentage Co-Insurance" Clause.

"Strikingly in contrast with the 'Three-quarter Clause' is the 'Percent-

age Co-insurance Clause' (80, 90, 100 per cent.). This clause is used, for the most part, in towns where the fire protection is good enough to make it probable that a loss will be partial, or when the property insured is contained in more than one building and not subject to one fire.

"It is a warranty on the part of the policyholder that he will maintain insurance on the property described for not less than 80, 90 or 100 per cent., as the case may be, of its actual value, and in the event of loss in a case where the total insurance amounts to less than the percentage stated in the clause, the policyholder will be considered as co-insurer for the difference between the total insurance and the percentage of the value stated, and as such co-insurer he will bear his proportion of the loss, just as if he were another company insuring this shortage.

"I want you to notice that the 80 per cent. (90 per cent. or 100 per cent.) clause does not say that you shall not collect the full amount of loss under any conditions. On the contrary, it provides only for a proportion of the loss to be borne by the insurer where the total insurance carried is less than the prescribed percentage (80 per cent., 90 per cent. or 100 per cent.).

"In many parts of the country the 'Iron Safe Clause' is in use. It requires the taking of an inventory at least once yearly; that the assured keep a complete set of books, both books and inventory to be locked securely in a fireproof safe, or kept at night or during hours when business is shut down in some secure place not exposed to a fire which would destroy the building where the business is conducted.

"Failure so to do constitutes perpetual bar to recovery under the contract.

Standard Policies.

"Just a word as to standard policies. Legislatures have made policies standard for the protection of the people. It is a great protection to know that the printed text in one policy is exactly the same as in all the others, and that after understanding one you need only examine in each the written or attached portions which, by the way, should read word for word exactly alike in all policies applying to the same property.

"This will distinctly increase your chances of getting a clear and satisfactory settlement in adjusting a loss; also the advantage of a liberal clause in one policy, you will, on reading the policy, probably find is lost if the same liberality does not appear in all other policies applying to the same property.

"If what I have said stirs up any thinking, out of it will come this question: 'Why, in the first instance, does the legislature prescribe the use of a basic contract containing so many conditions and allowing the insertion of still more?

"'Why can't the misfortune of fire be averaged and a charge made to cover all in a plain unqualified contract of indemnity, so that I shall be protected against fire in any contingency?

"'Why must I forever watch out against these conditions as I would against a lurking enemy?'

"Well, a plain, unqualified standard policy would be possible if all property were subject to practically the same chance of burning up, but such is not the case, and the standard policy is made to exclude the specially hazardous conditions.

"Then, to meet special conditions known to be dangerous, a blank space is required in the policy where insured and insurer can come together and such clauses added as the degree of hazard attached to the property many require.

"You will see at once that without these special clauses it would be necessary to charge the same rate for a dwelling as for a store or lumber mill.

"While, generally speaking, it is true that clauses written into policies modify them to the advantage of the insurance company, it is only fair to remember that the company is at a natural disadvantage.

"It can't see the property insured all through the year; it can't know as much about it as you do, and therefore it seeks by restrictive clauses to guard against risks not anticipated at time of the application. Your duty is to know the contract and to know that you are living by its terms. It is not enough that the agent who signs the policy reads it. For, remember, he is the company's agent and not yours.

Retail Hardware Merchants' Scrap Book

The Little Things That Count—Merchants Got Together.

LITTLE THINGS THAT COUNT.

It happened on the same day, in different stores, one in a large city and the other in a good sized town . In the first case the proprietor had been in the hardware business many years; in the second the firm was a comparatively new one.

A woman came into the long established store and wanted a pair of shears sharpened, and asked if she could have them in half an hour. The proprietor told her that, as it was near noon, they were short of help, but they would be ready for her at half past two or three o'clock. She asked if the shears could be delivered, as it would be inconvenient for her to come for them at that time, and she would pay the carfare. The proprietor told her he had no one he could send. The woman left the shears, however.

At the other store a man bought some screen wire cloth . and as it was being wrapped up asked if it could be sent to his home before noon, as he wanted to use it, but that he had some other things to do before going home, and it would be inconvenient for him to carry the bundle around with him. The member of the firm who was waiting on him said the wagon was not going in that direction before dinner, and he verified this statement by referring to another member of the firm. The customer remarked that it would be a great convenience to have the bundle delivered, but the firm did not suggest any way out of the difficulty.

In both cases the merchants accommodated themselves and not their customers. In both instances it might have inconvenienced the merchants a little, but "that's what they were there for." It was just as important to these customers, who each added 25 cents to the sales of the concerns, that their purchases should be delivered as if they had spent $5 apiece. The customers would have appreciated the delivery of the small items, and the appreciation would have been in proportion to the willingness with which the accommodation was granted.

If it is true, as has many time been said, that "a satisfied customer is the best advertisement," it is equally true that a dissatisfied one can do a merchant much harm.—Iron Age-Hardware.

MERCHANTS GOT TOGETHER.

A merchant tells the following story: "Not long ago, a family which has been trading with me for some time got offended because I asked them for the money they owed me. It amounted to $25. They transferred their business to another merchant in town. He came to me at once and asked me about them. I told him that they had owed me for nine months and when I asked for my money they quit. We both investigated and found they were not paying their bills. He shut down before his bill amounted to more than $3.00. They went to another, and he came to us and cut them off quickly. The family is running a bill in a small town several miles down the road now. We merchants get together and talk things over. Competition is good and active between us, but we believe in fair competition."—The Oregon Tradesman.

STEEL COMPANY APPOINTMENT.

On reorganizing the staff of the Steel Co., of Canada, S. H. Whitton has been appointed assistant general manager. Mr. Whitton was formerly general manager of the Canada Screw Co., and will now assist Robt. Hobson, gen. mgr. of the Steel Co., of Canada.

Every man and woman on earth has some good quality, if you'll only take the trouble to look for it.

Most of us count up our virtues with the aid of the multiplication table—and the other fellow's by short division.

HARDWARE AND METAL

Established 1885

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Addresses :

Canada : Macpubco, Toronto. England : Atabek, London, Eng.

OFFICES :

MONTREAL - - 701-702 Eastern Townships Bank Bldg Telephone Main 125

TORONTO - - - - 143-149 University Avenue Telephone Main 7324

WINNIPEG - - - - 511 Union Bank Building Telephone 3726

VANCOUVER, B.C. - - - - H. Hodgson, 11 Hartney Chambers

LONDON, ENG - - 88 Fleet Street, E. C. E. J. Dodd Telephone, Central 12960

NEW YORK - R. B. Huestis, 1109-1111 Lawyers' Title, Insurance & Trust Building Telephone, 1111 Cortlandt

FRANCE - - - - - John F. Jones & Co., 31bis Faubourg Montmartre, Paris

SWITZERLAND - Louis Wolf ; Orell Fussli & Co., Zurich

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

THE METAL SITUATION.

Taking everything into consideration there is little life to the primary metal markets. Over-production and the mid-summer dullness have had a drastic influence of many of the metals, and prices are far softer than they should be considering the trading for the year. As a matter of fact Canada seems to be showing far less of this buying inactivity than other countries. Trade has kept up all along, users buying steadily and coming in well with specifications. Comparatively speaking Canada has shown much better trading than the leading buying countries.

Copper in the primary markets has strengthened up a little under more favorable speculation in England, but the old problem of over-production has not yet been settled. A fresh report comes from London that copper magnates assembled in that city have arrived at a merger agreement with the object of restriction production. There have been so many similar rumors, that it is difficult to take any one seriously. There is, however, reason to believe that several of the large copper interests are considering ways and means of putting the metal on a more staple basis. At present the consumption, although heavy, taking the world's demand, is easily swamped, while stocks are enormous.

Iron and steel have suffered, too, from over-production. Many furnaces have been shut down, for the iron and steel interests are wiser than the copper ones, but new business has been very slack and it is doubtful whether the current output of iron, which is estimated in the neighborhood of 25,000,000 tons, is going into consumption. It is certain that stocks at many of the merchant furnaces have increased lately. It can be understood that in these circumstances prices are sagging, and iron in some cases has reached a point that is below cost of production. Still the metal has this advantage over copper that readjustment is going on.

Tin has been under another of its periodical spells of speculative energy. The bull party in London have gained control and backed up by New York interests have squeezed the markets, and made spot tin short. Spelter is slowly gaining ground again under the firm control of the European syndicate who are holding to supplies firmly. Lead is weak, and shows no prospect of immediately improving.

THE TIME FOR COLLECTIONS.

The time is near at hand when retailers should become energetic in looking after credits. This is particularly true in the case of merchants who cater to farmers' trade and who have considerable unpaid accounts.

Farmers are now beginning to realize on their crops and that is the time they should be canvassed.

Many retailers get notes from the farmers about this time payable in one or two months and in this way find it easy to collect. Others of course have different methods for different customers but, at any rate, the best time to catch the farmer with plenty of money will soon be here, and full advantage should be taken of it.

DON'T WAIT FOR BUSINESS.

A hardware merchant in a town near Toronto was heard to object not long ago because a neighboring summer resident passed his store continually yet never stopped to make a purchase, all his buying being done in Toronto.

Yet the dealer, on inquiry, admitted that he had never called on his neighbor to ask for his trade nor had he sent any of his staff to do so. He hadn't even sent him a letter or circular, or called him up on the phone to suggest that he could supply gasolene for his motor car, or fill any other of his wants.

What could the retailer expect ? This is not an age when buyers hunt up places where to make purchases. The seller goes after the trade and if his arguments are logical he gets it. Then if he can give the service and sell goods of quality at prices which compare favorably with other stores he will hold it.

A strong argument for merchants to use is that of service. Show the people in the near by district the advantage to them of having a store near at hand where they can have their wants supplied. And impress upon them the fact that you want to serve them better than any far away store can afford to.

Don't imagine that business can be conducted on the ideas of the man Josh Billings used to tell about—the man who would sit down on a stool in the middle of a ten-acre lot, waiting for the cow to back up to him to be milked.

BEWARE OF THE EASY-GOING MAN.

A Canadian hardwareman wanted to sell his business this summer and a buyer was ready to purchase. The buyer investigated and reported favorably to a partner who was ready to back the enterprise to the extent of $20,000. Something intervened, however, and the deal was held up about ten days, the buyer, in the meantime staying in the locality waiting developments. Time hung heavy on his hands and instead of applying the time to advantage he spent money on having a good time having to ask for a remittance to cover expenses. Suspicion was excited in the mind of the man who was to put up the money, and making inquiries, he decided that it wasn't safe to place responsibility in the hands of the man whom he had intended to back. Consequently the hardware business was not purchased.

"Beware of the easygoing man. An easygoing man, you know, is one who makes the path of life very rough and difficult for somebody else," said Bjornstjerene Bjornson, shortly before his death to the continental agent of a big typewriter company when cautioning him not to give an important position to an easy-going man of the world.

The lesson can be applied by clerks and traveling salesmen as well as by merchants . Every man must carry his own load—and carry it well—if he is to succeed in life.

FARMERS BUYING POWER INCREASED.

If any merchant does not believe that scientific methods in the store tend to success, let him look at the benefits derived from scientific farming and fruit raising.

The Ontario Government has taken over for two years six orchards in Simcoe county, with a view to pointing out to the farmers of what value these orchards really are. It is estimated that Simcoe county, with its 12,000 acres of apple trees, can be made into a great fruit-growing district. If these 12,000 acres were properly handled an annual revenue of $1,200,000, or $100 an acre, could be realized.

This, too, is only a conservative estimate, as the apple growers in Norfolk county are realizing from $100 to $300

an acre. In the latter district the growers have an association numbering more than 300 members. They have applied science to their work, with the result that the value of the fruit land has increased from 10 to 20 per cent.

Scientific methods are needed in the store as well as on the farm. Merchants, through their associations, can, if they will, study the best methods in merchandizing. Then, if they apply them to their businesses, they are almost sure to be successful.

BEGGING FOR ORDERS.

Here is a retailer's complaint against some travelers and if the facts are as he represents them, he is quite justified in his attack.

A traveler calls on him for an order, and, failing to sell him a bill of goods by lack of his ability as a salesman or because the merchant is fully stocked in his lines, goes a-begging for an order.

His customary methods are: "I'm away behind this week and would appreciate it very much if you could help me out a little," or "I'm a new man at this job and I want to make good with the firm," and sometimes, "Say, I wish you would give me an order for some thing, no matter how small, just to show the house that I called."

These and other lines of talks are utilized with the commercial man almost on his knees for an order.

In many instances the merchant is too warm hearted and yields by buying something he doesn't actually need. This serves in course of time to antagonize him against the house, and the merchant who ignores the appeal feels the same way by being canvassed in such a manner. Both the traveler and the house are adversely affected by this method of doing business.

An actual case is known to bear out the latter assertion.

KEEP PEGGING AWAY.

A maxim credited to Abraham Lincoln and considered good to go by a half-century ago seems to possess merit, if remembered, in this and other communities even to-day.

"Keep Pegging Away," said Lincoln. "There is no short-cut to knowledge," said one great teacher; nor is there any short-cut to success in life.

The man who keeps pegging away and pegging industriously lands somewhere. That is certain. Occasionally, he may strike a slippery place on unfamiliar ground and go back two steps to the one he advances; but that condition will be only temporary. He is certain to get past that point.

Men will always be required to sell goods, both on the road and behind the counter. Machines will never be invented to take the place of men, and the mailed circular speaks an uncertain language. There is always this great clerical army to lead. Therefore the "pegging away" in business means a beginning at the bottom and gradually ascending by close adherence and intelligent study until success is clearly in sight.

The meteoric career is not the safe one, and only a few land anywhere worth while by other processes than their own individual effort. To remember to keep pegging away is the thing, incidentally, not forgetting to observe the careers of all men worth while and the methods that they employ. In each something may be adaptable—some lesson worth learning and working over again or following as a model. But in all will be found at the root of the tree imbedded Lincoln's maxim. They kept pegging away.

BAN ON THE SECRET REBATER.

The secret rebater is becoming more and more unpopular, and it begins to look as if Canadian salesmen were to be divided into two great moral classes—the secret rebater and the honest salesman who depends upon his ability.

The man who stoops so low as to offer a rebate in order to cover up his lack of salesmanship does not deserve the support or glad hand of his fellow traveler. His competition is most unfair; not only that, it is criminal in the eyes of the law.

Recent cases have come to our observation where travelers have declined to recognize their confreres on the street because the latter have been guilty of an offence of the criminal code in respect to secret rebates.

Under ordinary circumstances their action in keeping aloof from their competitors should be discouraged. But in the case at hand are they not justified to a certain extent in ostracising them?

The secret rebater is rapidly becoming unpopular, and rightly so. Business should be done on honest principles—a salesman should rely on his salesmanship ability, the standard of his goods, and the reliability of his house, and not on rebates contrary to the criminal, as well as to the moral law.

PROFIT IN APPEARANCES.

In these days of business development it is important that the merchant give the impression of personal prosperity. And that impression is conveyed in no way so easily or so inexpensively as by a thorough fixing up of the merchant's store.

Begin by giving your store front a fresh coat of paint, inside and out. Then clean and polish the windows and keep them clean and polished. Inside the store keep in mind that the ideal of the modern merchant in store arrangement is to come as near as possible to showing all he has to sell.

Nice goods, perhaps now piled under the counters, should be brought out where customers may see them and where they may also help to give the store an attractive look. Those pretty things now kept in boxes under the counter, perhaps, if shown in glass cases with mirror backs would almost sell themselves.

Give every part of your store, every nook and corner, careful attention with a view to bettering the impression your store as a whole now makes on your customers. Make sure your counters look tidy and that goods on them are displayed as attractively as is possible to you. Have aisles that are roomy enough, yet not so wide that the room which must pay your rent is unnecessarily wasted. Arrange your departments to be more convenient. Secure more light if possible. Have fixtures as fine as you can afford.

In all other ways encourage a customer to feel like lingering in the store after he or she has made a purchase. It is to the customers who linger and look that you make those extra sales which mean so much in determining your net yearly profit. As an up-to-date merchant, spend some money now in fixing up—a form of advertising that will bring results.

A MAN OF ACTION.

The profession of the commercial traveler involves deeds. In many of the arts and sciences the dreamers may evolve facts and fancies which may culminate in real benefits to humanity, but the salesman is gauged by actual results in dollars and cents as figured out in the sales department. In other words, he must be up and doing all the time in the field which he has selected for the exercise of his talents.

The one who exuberantly writes in to his firm from his trips of "making good impressions" and of glowing prospects which, as a rule, never materialize, is not decorated with a feather in his cap by the head of the house nor lined up in the catalogue with the ones who send in generous orders. There is no profession which demands such instantaneous returns. In other forms of professional life, the novice is, by common consent, allowed a reasonable time in which to demonstrate what he can do. Scarcely any limit is fixed so long as he is striving for a satisfactory goal; on the other hand, the sample man is sized up by the outcome of even the initial trip.

"What we want is orders," is the slogan of the manufacturer and merchant ever ringing in his ears as a war cry to stimulate him to constant action.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Tin—Advanced ¼ to ½c.
Wringers—Advanced 10 to 20 per cent.
Churns—Advanced 5 per cent.
Washing Machines—Advanced 5 per cent.

Toronto.

Wringers—Advanced 20 per cent. and upwards.
Churns—Up 5 per cent.
Washing Machines—Up 5 per cent.
Tin—½c. advance.
Copper—¼c advance.

MONTREAL.

Aug. 19.—Tin continues to be the prominent member of the metal market. As we pointed out last week, there has been a squeeze on in London in spot metal, and the markets generally had to respond. Local prices advanced another ¼ to ½c, prices ranging from 35½ to 36. Other lines have been unchanged under a fair demand. Owing to higher prices in London, copper strengthened a little in New York, and this had the result of making local prices firmer, but there was no change in prices. Spelter is firm. Trading for the month up to now has been better than for the same time last year. Individual orders have not been bigger, but the aggregate bulk is heavier, while there seems more confidence as to the market generally. Users seem assured as to satisfactory business, so that they are buying steadily, if not very far ahead.

Pig iron in the States is feeling the mid-summer dullness, and there has been little buying. While changes in prices are scarcely perceptible from day to day they are still dropping, and in some cases have gone below the cost of production. Furnaces working on old contracts are all right, but it is the new business that is telling against the producers. Consumers are only buying for immediate wants. The finished steel situation seems to be similarly placed. Sales are slack and consumers are holding back orders to see which way the market will swing. Conditions in the Old Country are brighter, judging from Cleveland warrants, which have shown higher figures for some time.

Pig Iron—The situation locally is unchanged. Imported iron is being delivered regularly, and there is no hesitation on the part of users to take delivery. In fact, it is the other way round. New business is being steadily placed, and the fall months will see very heavy delivery in imported iron. Fair business is reported by domestic furnaces. The market is well maintained. Cleveland warrants have reached the 50 shillings mark, and although this may be largely speculative, there is probably better business prompting the advance. Prices in the States are soft, and new business none too good.

Tin—The manipulation in the English market continues, and local prices again advanced ¼ to ½c., making quotations 35½ to 36c. Trade on the whole has been good for the time of the year. Inquiries are more numerous, possibly due to the advance in price. Stocks in users' hands are low, so that the higher prices have to be paid without much hesitation, as the metal is wanted. The squeeze going on is not only confined to London, for New York is playing the same game, as although arrivals have been fairly heavy, at the latter port holders claim that spot tin is scarce. For the time being the bulls are undoubtedly in control.

Copper — Copper is unchanged this week, although more firmness has been given to prices, owing to a stronger feeling in the primary markets. Business is not heavy, but an average midsummer trade has been done. Inquiries show that users are keeping a close watch on the market. The English market responded to the better news shown by the Producers' Statistics, and went up a few points. This made New York more cheerful. A statement has been published that the Copper Producers have come to some agreement in London restricting output, but this is only one of many such rumors.

Spelter—Spelter is unchanged, although the primary markets are advancing again. Trade has been fair. The European Syndicate continues to force prices up in London, while St. Louis is showing better strength.

Lead—There is no change in lead either for imported or domestic. Trade is fair. The English market is without much character, and seems to be on the downward turn again.

Scrap—No change is reported in scrap. Buying is not very active. We quote: Heavy copper wire at 11c.; light copper bottoms, 9½c.; heavy red brass, 8c.; heavy yellow brass, 8c.; light brass, 6c.; tea lead, 2½c.; heavy lead, 2¾c.; scrap zinc, 3c.; No. 1 wrought iron, $12; machinery cast scrap, No. 1, $16; stove plate, $12.50; malleable, $9; miscellaneous steel, $5.

TORONTO.

August 19.—The outlook is much brighter this week and metal men have a cheerier tone. There is still a dearth of large-sized orders, but old contracts keep a fair volume of metals moving.

The situation in England has improved, though in the States opinion is somewhat divided. The East reports stagnation in the markets, while the middle West has a more hopeful view.

While demand for pig iron is quiet and easy, there is a better showing for finished lines, and structural steel is a leading feature. Production of pig iron keeps up at a great pace, but there does not appear to be much indication of easier prices in consequence.

Copper and tin have advanced in price and there is found to be a scarcity of lead stocks at present. In old materials there is a firming up of rubber, but no advanced prices have been offered.

Pig Iron.—Present sales are not big, nor is there much improvement in actual business over a week ago. There is, however, a brighter outlook, and the tone of the market is more confident. Prices are unchanged and are fairly steady. No. 1 Canadian foundry iron is at $20, and No. 2 at $19.50, f.o.b. furnace. Middlesboro No. 3 is $20. Summerlee No. 2, $22.50; Cleveland No. 1 and Clarence No. 3, $20.50 and $20.75 respectively. Scotch irons are about the same figures. Jarrow is $20.50 and Glengarnock, $22.50.

Copper—Unless indications are completely misleading, the downward course of the copper market has been checked. Persistent reports are in circulation that the leading producers throughout the world are about to restrict production. The specific statement is made by those who should be well informed that the restriction will be at least 25 per cent. for the coming three months and to 10 per cent. for the following six months. Because of this the market has developed a firmer tone and locally has advanced the price of copper ½c a pound. The quotation is now at $13.50 per hundred. Copper production was reduced 12,500,000 pounds in July.

Tin—Owing to higher figures in London the local price has advanced ½c, the quotation now being 35½c. Trading is better this week than since the opening of the month.

Lead—After being quiet all summer lead stocks are found to be low. Demand just now, though not great, is showing improvement, and in consequence the market is decidedly firm. Trail lead remains at $3.75 and English at $3.80.

Spelter—This metal is unchanged in every respect. The prospect for fall is fairly good, and certainly trading will be better than during the warm weather months. The market, however, is still easy with the local quotation at $5.75. Stocks are pretty large.

Sheets and Plates—Demand has eased off, and compared with a year ago at this time consumption is away below. There is sufficient material moving on old contracts to make sales worth while. By fall it is expected that both sheets and plates will have recovered their lost position.

Old Materials—Beyond a tightening in the demand for old rubber there is very little unusual passing. Sales to mills are somewhat better now, and stocks are not piling up to any appreciable extent. Prices are unchanged. Dealers are paying for heavy copper and wire, 10½c; light copper bottoms, 9c; heavy red brass, 9½c to 10c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3½c; No. 1 wrought iron, $10; machinery cast scrap No. 1, $14.50; stove plate, $13; malleable, $8; miscellaneous steel, $6; old rubbers, 8½ to 9c.

HARDWARE MARKETS

MONTREAL.

Aug. 19.—A good general trade is noted, with a fall movement in guns, revolvers and ammunition. Booking has also improved in sleigh bells, lanterns, cow ties and horse blankets. Since the termination of the strike a better trade is being done in the districts affected. General confidence is being expressed by retail merchants in the prospects for the fall. Reports as to the crops in all directions are very glowing, and it is generally believed that the farming community will be good buyers. It is certain that the fall is opening up better than at this time last year.

Owing to the advance in rubber, prices on wringers have been advanced from 10 to 20 per cent., all lines being affected. Washing machines and churns, owing to extra cost of production, have been advanced some 5 per cent. Apart from this no other important change is announced. The general tone of the market is very firm, and everything is looking most favorable.

Seasonable Lines—The fall movement has started in guns, revolvers, ammunition and canvas clothes. General hardware lines are also moving steadily in a sorting up way. Housecleaning lines are more prominent, as people are now coming back from the country. Booking in sleight bells, lanterns, blankets, cow ties, has improved. Lumbermen's tools are still on the quiet side.

Builders' Hardware—A good assorted demand is in evidence, the Northwest continuing to buy well. The local trade has improved now that the building strike is over. The market is unchanged, and we quote: Lock sets (inside), $4.25 per doz. and up; lock sets (outside), $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½c. to 33c.

Bolts and Nuts—The call continues very good in general sizes. Nails are not over plentiful, although there is no scarcity. The market is unchanged, and we quote: Discount on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Preserving Utensils—A good demand continues for these lines. Presses, parers, seeders, kettles, and jars are prominent. A good fruit perserving season is reported.

Heavy Hardware—Bar iron and mild steel are moving steadily. Chain is also in fair request. The market is steady, and we quote: Chain coil, ¼, $5.25; ⅜, $3.80; ½ $3.50; ¾ $3.25; 1 $3.25; anchors, 4½c. lb. up; merchant bar iron and mild steel, $1.90; steam gauges, $1.50 each up; injectors, $4 to $18 each; and steam gauges, 35c to 80c.

Wire—The movement in hay wire is showing improvement. The market is steady, and we quote: Barb wire, car lots, mixed, $2.45; small lots, $2.50; plain twist, car lots, $2.75; small, $2.80. Galvanized wire, No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b. Montreal. Coiled spring fencing, $2.30 straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.35 base. Staples, bright, $2.60; galvanized, $2.85.

TORONTO.

August 19.—Without any particular feature claiming special attention the hardware situation is steady. Now that travelers are back on their ground letter orders have eased off. Demands are not bulking very largely, but business is generally satisfactory to both manufacturers and jobbers.

Shelf goods are moving probably better than any other class of goods, and building materials are selling well. Heavy hardware lines have wakened up wonderfully, and there is very active inquiry for guns and ammunition. Football goods, too, are showing signs of life.

Summer lines and agricultural tools have eased off in jobbers' trading, at least, and there is a slight lull before the opening of fall.

There are advances in the prices of washing machines, churns and wringers. In the case of the first two, prices are 5 per cent. higher this week. Wringers are up from 20 to 25 per cent., because of the upward tendency of the market, the stronger demand and the higher price of rubber.

Seasonable Lines—Present orders run to general shelf hardware. Agricultural tool demand is easier, though hardwaremen in country points state they are enjoying better trade now than for a month past.

Builders' Hardware—With the advancing season all kinds of building materials are growing in demand. Wire nails are active, and so are building and roofing papers, felt and metal coverings. Lock sets, bolts and hinges are selling splendidly.

Household Goods—Housecleaning and kitchen goods are experiencing a revival of trade. Sales are steady and increasing. Advances have been made in wringers, washing machines and churns amounting to 25 per cent. on the wringers and 5 per cent. on the other two articles. Preserving utensils are still in demand.

Wire—The past two weeks have witnessed a general improvement in the demand for barb wire. Jobbers report good business, though make no comparison with past years. Annealed fence, barb and hay wire are the most prominent lines. Prices unchanged.

Bolts and Nuts—Demand continues steady and satisfactory with old prices prevailing.

Heavy Hardware—Structural steel is exceedingly active, and all lines of bars, pipe and rods are showing increased strength. Machine goods are beginning to have a fair call.

Sporting Goods—Inquiry shows that demand for guns and ammunition will be heavy next month. Already good business is passing for these articles. Hunting and camping goods and outfits are expected to figure largely in sales. Football supplies are being asked for, and this fall should prove a profitable season for these goods.

Heating Goods— Demand is fair. United States manufacturers of registers have advanced prices on a 10 per cent. basis. The advance is due to the increased cost of material and labor so it is stated.

U. S. METAL MARKET.

New York, August 17.—The Iron Age says: The stagnation in iron and steel markets continues to contrast sharply with the large tonnage that is moving from blast furnaces and rolling mills to distributers and consumers. New orders are as deceptive as a measure of consumption, now that buying is for immediate needs, as they were in the fall of 1909, when on a rising market contracts were being made running months ahead.

That prices have not yielded under continued dullness is due to months of profitable business and to the fact that as a rule buyers are still taking full shipments under their contracts. There is no indication of any survival of-the-fittest campaign for orders at cut prices.

The closing down of the steel plant and wire mills of the Pittsburg Steel Company at Monessen until September 1 has been given undue importance in some comments of the week. On the other hand, one large steel interest at Pittsburg reports that its specifications and new orders thus far in August have been more than in the corresponding part of July.

The gradual adjustment of production to consumption is indicated in the case of the United States Steel Corporation by the fact that 41 of its blast furnaces are now idle, against 39 August 1, 35 July 1 and 31 June 1. The two furnaces blown out this month are at McKeesport, Pa., and Lorain, Ohio. Meantime the various steel companies are eating into their stocks of pig iron.

Pig iron buying has become even more contracted. A few large melters have made offers under the lowest prices actually done, but furnaces have promptly refused them. The situation will bear close watching. If it should force much further cutting down of production the withdrawal of present prices might be rather abrupt.

The Quebec bridge, calling for 60,000 to 70,000 tons of structural steel, will come up formally on September 1, and there are indications of sharp international competition involving at least German, British and American works, besides the Canadian fabricators. Tariff concessions have been asked on the material required.

HARDWARE TRADE GOSSIP

Ontario.

John R. Barron, Milton, is advertising his stove and tinware stock for sale by tender.

The Grey and Bruce Portland Cement Co., of Shallow Lake, have assigned. A meeting of creditors was held at Owen Sound on Aug. 18.

James & Reid are enlarging their hardware store at Perth, by adding a third storey. The building next door will also be raised three stories by the firm to house their machine shop.

An addition was made this week to the Ontario sales staff of Brandram-Henderson, Ltd., G. K. Macbeth, for a number of years with the Acme White Lead & Color Co., Detroit, and latterly as a paint specialist with the James Robertson Co., has taken over the ground in southwestern Ontario, formerly covered by Neil MacDonald.

Quebec.

A. J. Scott & Co., tinsmiths, Magog, have been registered.

C. M. Strange, Lewis Bros., Montreal, is back from his holidays at Orchard Beach, Me.

The International Peat Engineering Co. has been formed to manufacture peat in all its branches. The capital of the concern is $200,000.

The Montreal Steel Works, have decided to offer $750,000 of the $1,000,000 bonds recently authorized. The bonus will be offered to the preferred and common stock holders at 96.

William Euard, who was for many years engaged in the hardware business and after that became city assessor for Montreal, died after a short illness in Montreal this week. He was born in the North of Ireland.

Lt.-Col. Sir Henry Pellatt, secretary of the Canada Paint Co., Montreal, was in Montreal last Sunday with his regiment, the Queen's Own, Toronto. Sir Henry is taking his men to England to take part in military training there.

Schuchardt & Schutte, of Berlin and New York, have opened an office and sample room at 307 Coristine Building, Montreal, under the charge of Wm. Paterson, where they will exhibit samples of their full line of German pliers and rules, as well as the Lindstrom pliers. Schuchardt & Schutte have secured the control of the sale of the "Eureka" and "Thistle" scoops and shovels, manufactured by Geo. Wolfe & Sons, of Montreal. Their travelling representative, F. G. Brenton, is now returning from the Pacific Coast.

Western Canada

The Prairie Oil Co., Winnipeg, have dissolved.

Henry Heisel has started a tinsmithing business at Stratchona.

L. J. Forcier has started a hardware business at Lampman, Sask.

Mundy & Fox are entering the hardware business at Belle City, Sask.

Acheson & Hoskins have opened a hardware store at Alsack, Sask.

M. O. Wendelboe, hardwareman, Barons, Alta., has discontinued business.

J. R. Foreman has opened a general store and hardware business at Arden, Man.

Jacob Kliewer, hardwareman at Warman, Sask., has sold his business to P. J. H. Martins.

A. McKinney & Son have sold their hardware business at Sintaluta, Sask., to Wilson & Vallian.

The estate of John R. Marshall sold the hardware stock of deceased at Fairfax, Man., by auction on Aug. 17.

T. E. Pool, hardwareman at Baldwin, Man., is erecting a new and larger store.

The Winnipeg Oil Co.'s warehouse at Saskatoon, was burned last week, entailing a loss of $10,000.

The employees of D. J. Wallace, hardwareman and plumber, Winnipeg, held an excursion to Winnipeg Beach on Saturday August 13. About 150 people attended the outing.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Hardware and Cutlery Specialties.—The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn., makers of hardware and cutlery specialties, have numbered their 1910 catalogue 16. It is a very comprehensive booklet of 60 pages, giving illustrations and descriptions of the company's wares—nail pullers of various kinds, crate openers, call bells, paper files and clips, trowels, bathroom specialties, roofing brackets, wrenches, wall scrapers, can openers, punches, nippers and scissors. In addition to these hardware lines the company are manufacturers of sliding sets for single, double and automatic sliding doors. These sets have several patented features, which are commendable. Screw drivers, too, is a special line. The company make 200 different kinds and sizes of screw drivers. The "Utility" tool set and the display boards for cutlery are good features, which should prove helpful to the hardwareman wishing to show the wares he is selling.

Wood Screw Machinery. — Catalogue W50, issued by Amstritz, Levin & Co., Rorschach, Switzerland, is a small booklet devoted to descriptions of automatic high-speed wood screw machinery made by this firm. Wood screws have to be turned out so cheaply these days that it is essential that the machines used in their manufacture should be the most productive obtainable. This company makes all kinds of machinery for screw factory; and draw particular attention to their 1910 model head turning and slotting machine, as well as their 1909 thread cutter. The construction of the former machine allows of accurate and regular movements, and are made with a view to large production, efficiency and lasting qualities. The booklet is illustrated. Ed. Brand, specialist in wire machinery, Manchester, Eng., is selling agent for these machines. He states he has quite a number of these machines working and on order for Canada.

HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? If an immediate reply is desired by mail stamped envelope should be forwarded. If inquiry is of a nature that the correspondent does not desire publicity, he can use initials or non de plume.

Warehouse Elevators.—P. S. Stewart & Son, Renfrew, Ont., ask the names of some Canadian makers of warehouse elevators.

Otis-Fensom Elevator Co., Toronto, and Darling Bros., Montreal.—Editor.

CUSTOMS IN THE BARBADOES.

E. H. S. Flood, Canadian trade commissioner, Barnadoes, in referring to certificates of origin, customs regulations and forms of invoice, states that in the West Indies no specific forms of invoice or certificate are required. Importers in passing entries through the customs are required to make a declaration as to the marks and number of the packages, their contents and value, which must be supported by the original invoice.

Exporters should, therefore, see that invoices accompany all shipments, and it is desirable in these invoices to specify the contents of each package of goods, showing the weights and quantities in every instance where possible, together with the values. The cost of freight, packing, insurance, etc., should be kept separate from the actual cost of the goods, as should also the cost of the outer package. Misstatements are likely to render the goods liable to seizure.

Although no certificate of origin is required, in some of the islands a statement as to the country of origin is asked for, and there is a tendency in introducing amendments in the customs regulations to require this to be stated. Exporters would, therefore, do well to state the country of origin on their invoices.

The customs regulations of the several West India islands are almost identical, and the above are the chief points of interest to exporters.

Let us have faith that right makes might and in that faith let us to the end dare to do our duty as we understand it.—Abraham Lincoln.

A lazy man is always ready to hand you free advice.

News and Methods of Canadian Hardwaremen

Industrial Plants Change Hands — What an Ad. Did—Paris Green Sprayer Explodes—More Public Lavatories.

INDUSTRIAL PLANTS CHANGE HANDS.

St. John, N.B., Aug. 16.—Several interesting rumors are afloat in this city as to the future of two large concerns, the Edward Partington Pulp and Paper Co., and the James Pender & Co., Ltd. In connection with the former, a report has been current for some little time to the effect that the plant has been purchased by Wm. B. Tennant, for a syndicate of capitalists. As regards the Pender plant, the rumors are very conflicting, but while Mr. Pender, himself, denies that there have been any definite arrangements for the transfer of the shops, a stockholder is said to have stated that he believed it true that the Dominion Iron & Steel Co were to take over the stock at 200.

Mr. Pender this week paid a visit to Sydney, C. B., where he spent considerable time in consultation with J. P. McNaughton, of the Steel Co. Neither of these gentlemen, however, would say anything regarding the purchase of the Pender property, but there is a strong feeling in this city that the transfer will be effected. It is believed that if this takes place, St. John will benefit by the change by reason of the industrial expansion, which must necessarily follow. It is thought that the intention of the Dominion Co. is to ship from Sydney, iron rods to be manufactured into nails in St. John.

As Mr. Tennant is now in Montreal, no definite statement could be secured from him as to the sale of the Partington Co.'s plant. It is said that the purchase was put through by A. K. MacRae, of Halifax, representative of the Union Bank, which for some time, has controlled the pulp and paper mill here. A prominent lumberman has said that he did not believe the price paid was in excess of $300,000, and that he was aware of an offer having been made to the Union Bank of $200,000, but they would not consider it. The offer was for the whole plant, equipment and lands.

John Pender, of Melbourne, Australia, brother of James Pender, of the James Pender Co., Ltd., is in the city on a visit, after having been in Melbourne for the past twenty-five years. In that city he is a large manufacturer of horseshoes, and horse nails, and his purpose in coming to Canada is to secure the latest inventions in machinery for the enlargement of his business in Australia.

The Fredericton-St. John portion of the Valley Railway survey has been completed. The engineer in charge of the work, Reginald Maxwell, expects that all the survey work will have been finished by next month.

At a meeting of the board of school trustees this week, tenders will be called for the erection of a new school building, of eight class rooms, equipped with the most modern improvements, and having accommodation for 300 pupils.

PARIS GREEN SPRAYER EXPLODES.

London, Aug. 20.—DeWitt Talmage Westman, son of Alfred Westman, died at his home here last week, aged 30. He was for some time in the Westman hardware, but later went to California for his health.

A peculiar accident happened to G. Elson the other day on the farm of his father, Peter Elson, M.P. He was spraying with paris green, and the compressed air tank on his back exploded, injuring him painfully.

The Messrs. Hayman, contractors, are likely to build a large addition to their apartment houses at the corner of Queen's Ave. and Wellington St. The new building may contain a cafe.

WHAT AN AD. DID.

Winnipeg, Aug. 9.—The hardware department of Robinson & Co. has been inserting advertisements in the local papers with a view to create an interest among the boys and girls in the outlying districts of the country. Several days ago a request appeared in the advertisement to all the young readers to send their names and addresses to Robinson & Co., Winnipeg, and they would receive in return a colored picture post card. From this one announcement, over seventy-five letters have been received, bearing the desired information, and asking for the promised post card. The adventure was such a success that the hardware manager, Mr. Wilson, is continuing the feature, and now has names from hundreds of homes outside the city. It is the purpose of the management to send a copy of the paper in which their advertisement appears from time to time, accompanied by personal letters of solicitation for the goods as advertised. At Christmas time, the store management expects to make some large returns in the sale of toys and numerous gifts.

Occasionally also the department issues an illustrated catalogue, and a copy of this will be sent to each address which they have received, and are receiving. This is a method which Mr. Wilson has adopted to enlarge the store custom. "Do you think," he said, "that any of those children yill ever come to Winnipeg with their parents, without calling at this store?"

The post cards which are sent out are all that they were represented to be. They please the children, and in addition, the store never fails to issue a card without a good strong advertisement upon it. It is a splendid business tactic and is bringing trade.

Fire occurred in the molding shop of the Western Iron Works, Elmwood (Winnipeg), on August 10, completely destroying the plant and machinery. The loss was heavy, but partially covered by insurance.

MORE PUBLIC LAVATORIES.

Victoria, Aug. 13.—A number of by-laws are to be submitted to the ratepayers for their sanction in the near future. Of these, one is to raise $20,000 for the erection of public conveniences at the causeway. The raising of $50,000 for the extension of the sewer system, $50,000 for a new school and $75,000 for the construction of conduits for the telephone system, are also to be put to the vote before being proceeded with.

The city purchasing agent is calling for tenders for a cement mixer with a capacity of 20 cubic yards, also for a number of garbage cans.

The city council has authorized the expenditure of $5,000 on the extension of water mains on new streets in the city. The pipe to be used will be mostly 4 and 6 inch.

INDUSTRIAL ACTIVITY.

The International Harvester Co. are contemplating building a new addition to their London warehouse to cost between $50,000 and $75,000.

The Ontario Wind Engine and Pump Co. will build a new warehouse at Winnipeg, to cost $50,000.

The Linderman Machine Co., of Muskegon, Mich., intend building a Canadian branch factory in Western Ontario.

The Whelpley Skate Co., Greenwich, intend moving to Moncton, N.B., where they will erect a new factory.

NEW BUILDINGS.

F. R. Evans, architect, has awarded the contract for the construction of a warehouse and sample rooms on Pacific Ave., Vancouver, to A. J. Bonnett, of Winnipeg, at $27,000.

A permit was recently granted to Alexis Martin for a house to cost $12,000 to be erected at Oak Bay, (Victoria). A residence is being erected for W. H. Churchman, by R. R. Jones, also at Oak Bay, to cost $15,000, and John Davie is building a cottage that will cost $2,300.

Recent building permits issued at Montreal, include:— A. Beaulieu, three houses, $9,000; C. E. Lamoureux, one house, $5,000; S. H. Ewing, two houses, $12,000; J. A. Grier, factory building, $30,000; Dominion Tobacco Co., Papineau Ave., factory, $15,000; A. Giguere, 427 Charlevoix, one house, $3,000; H. Lacrose, three houses, $10,000.

Give lightness to your heart, freedom to your thought, common sense to your whims, caution to everyday life, and that which follows must be success.

No man has ever failed in business from lack of advice.

Definite Plans for Lessening Expense Account

Probably Less Stock is Necessary to Carry on the Business—Reduction of $2,000 Made in One Instance and Found to be Satisfactory—The Question of Proprietor's Salary, Rent, and Wages of Employes — Writer Thinks That Every Salesman Should Memorize Prices and Not Depend on a Book.

By Henry Johnson, Jr.

An analytical study of the expense account along the lines suggested in my last article will lead any wide-awake merchant to the conclusion that something definite must be done. The example given was not extraordinary, but really quite common, if the grocer could only realize it. The trouble is that so few of us really know; also that so few have the courage and the cultivated faculty of logical deduction to seek and find the actual facts. Having our own affairs to handle, feeling that we are "accountable to nobody about our own affairs," we make allowances which would not "go" for a minute if we were handling an outside problem. But those who really and honestly take the bull by the horns without shrinking, will find things just about as I have indicated, with very few exceptions.

I said that this simple knowledge, attained through the searching examination of our own affairs, would lead most of us to find the remedy; and that is so. Accurate knowledge will lead to the accomplishment of sweeping reforms, simply because our thought and effort will be aroused thereby. So the merchant, coming face to face with the fact that his expense account averages nearly 16 p.c. on his sales, will set himself vigorously to the task of bettering things. And what will be his his first honest conclusion? That, as the facts show that he is carrying such an unthinkable load of expense, surely he himself is not so good a manager as he had considered himself to be and that consequently he is not entitled to the salary he should properly have if things were different. So he will first cut off, say, $300 a year from his own income. That is good; it is the first step in reform; moreover it shows to himself his own honesty in the reform he has undertaken to inaugurate and carry clear through.

That step is arbitrary. He can make it arbitrary, for he knows it will hold. But that is as far as he can go without further consideration and thought, for he cannot upset his business by any hasty or ill-considered step. He must dig; take thought; carefully weigh each move. For from now onward he is not taking chances, but building, and he intends to build on a certain foundation of substantial knowledge and logical deduction. First, can he cut his interest charge? Maybe. Once, when I was doing a business of around $60,000, I found I was carrying upwards of $8,000 in groceries. I attacked it at once, determined that I would cut that down. I did not know the bottom limit to which I might go without crippling my business, but I was satisfied that I did not need within $1,500 of that amount of stock, and maybe $6,000 would do the trick. So I started in with the first salesman who came into the store—and turned him down. I kept that up for a year, buying only just what I could not do without; putting off from week to week the purchase of any single little item if I could possibly do it.

Added to Savings Account.

What I did with the money brings me to a point I hinted at last week. I put it into a savings account every month at the rate of $200; and I began to investigate bonds. Pretty soon I had some bonds and my stock shrunk to around $6,000. It has averaged $6,000 ever since, but my bond holdings have increased, and I have never been without a steadily augmenting savings account in cold dollars. I have done this in season and out of season, often at what seemed to be the sacrifice of opportunities to buy right; but let me say on the side right here that in most cases such alleged "opportunities" would best be put in quotation marks—and left there—for they are delusions in the vast majority of cases. But there is no delusion about cash in the bank, nor about interest-bearing securities which can be used in a minute in any emergency. This course has a thousand advantages which are apparent, and it also reduced my interest charge. But remember, that the interest charge can only be reduced that way, for if you have $1,000 in use in your business, that stands you $60 a year—and you cannot get away from the fact.

The Question of Rent.

Likewise, the store occupied. Is the rent you are paying too high? That depends on many things. If it is your own building, you must simply consider whether it could be rented for the figure you are paying, with reasonable certainty that it would continue occupied. If that is the case, then you cannot cut your rent. Then what must you do? You must get more business; or average up your profits to a higher level. A whole lot of food for thought in that problem, is there not? Yes, in that will be found the difference between progress and retrogression, for its solution will call for the best that lies in any man, and it will bring to the surface every tittle of latent ability that you possess.

On the salary or wages question, I am going to begin by telling you a story and maybe sending you the solution afterwards. In New York city there is a big, old-established dry goods house which has become what most such houses tend to become, a modified department store. It has flourished through two or three generations, making money steadily all the time. The managers have exhausted every means of getting to the bottom of the market in their purchasing department. They have established the method of paying cash in advance for most of their supplies, to get every possible benefit in the way of close figures and discounts; and they keep $200,000 lying in the bank for just this purpose. Bonds and securities of other kinds they have by the vault full. So now they turn, as all successful concerns will turn, the "intensive cultivation" of their business.

In their handkerchief department they employ a certain number of girls, and the close investigation of their business revealed the fact that the percentage of cost on handkerchief sales was too high. Their thought was to reduce the pay of the girls, who were getting about $4 per week; but the expert to whom they happened to put this question told them they were wrong. They did not want to replace five girls at $4 with five girls at $3.50, but needed to make four girls at $7, cost them less on their sales than they were now paying. They accomplished what they were after; and I shall tell you about it later on. What I wanted to bring out was the fact that the reduction of, say, 8 p.c. wages expense on sales may not involve the cutting down of the rate at which your help is now being paid, but may probably, and more likely, mean the increase in the efficiency of the help so that, while the wages remain as now, or increase, your ratio of expense decreases. So, as I said of the rental problem these riddles will stimulate you to become a better merchant every day you work at them.

Keep Prices in the Memory.

And right here I think of a point I cannot put off. In the issue on July 16th of this paper, on page 43, you will find an article dealing in a sort of price-book for your clerks to use; and I say: Have none of it. There is just one place for prices and that is in the memory of the seller. And if you answer that many people have memories that are too poor to retain the 2,000 prices of your stock, I say that memory is just like muscle—it grows in size and strength in precisely the proportion in which you exercise it. Train your boys from the order counter outward to the front, and drill them so they will never hesitate for an instant on any price. Let one sample package of the less active stocks be marked with a sticker, but insist on the prices being accurately remembered.

Value of Concentration.

Many years ago I was disgusted to find that I was asking the elder Johnson the price on this and that almost daily, and I resolved to quit it. I determined that thereafter I would know a price after I had first heard it. When a figure was given me thereafter I repeated it to myself, concentrating my mind on that one point until I knew that I could not forget; and in a few weeks, yes; in a few days, I knew every price in the store. With that kind of foundation, I could build up every market change with unfailing accuracy, and it was not long before our regular customers stopped referring to the "Old Man" for confirmation of any price I named, for they gained confidence through finding me right.

It is all a matter of studiousness, attention, concentration. It is a habit which can be cultivated to full fruition by anybody, should be cultivated by everybody, and I say: Go to it—and away with price books.

Stephens

Barn and Elevator Paints

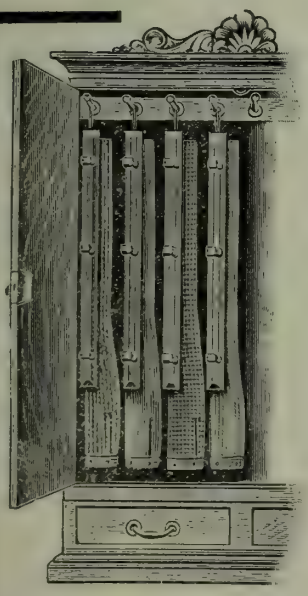
Are enjoying a larger sale than ever before. The demand for all goods bearing our name is active. Can you supply the demand? Send us your orders. We will ship promptly.

A paint for everything and everything for a painter.

G. F. Stephens & Co., Limited

Winnipeg, Canada.

BRANCH AT CALGARY, ALTA.



TERRY'S

"AVECTA"

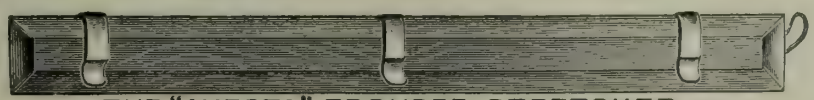
Patent Trouser Pressers and Stretchers

Over 200,000 Sold.

This is a wonderful line, retailing in England at 30 cents, one which cannot fail to create interest in your store.

Send for Sample Parcel and Terms.

Herbert Terry & Sons,
Novelty Works,
Redditch, England



THE "AVECTA" TROUSER STRETCHER.
PATENTED.

SENT FREE TO ANY ADDRESS

Our Catalogue of Technical Books for HARDWAREMEN,—covering such subjects as Metal Working, Hardware Window Dressing, Hardware Store Business Methods, Paints and Painting, Salesmanship, Sales Plans and Advertising, as well as Plumbing and Heating. WRITE TO-DAY before supply is exhausted.

TECHNICAL BOOKS, 143-149 University Ave., Toronto, Canada

Unlimited Results can be assured by the sale of Quality Heating Apparatus

There is no question about light weight, poorly proportioned, low grade heaters meeting the demand for low price, but not the quality consideration.

The average house owner looking for a heating apparatus is not posted as to furnace construction and unless the Heating Contractor takes the time to discuss thoroughly Furnace Quality he will consider only first cost, which should be secondary to—Fuel Cost, Heat Distribution and Durability.

Make it a point to talk "Quality" to your next prospect.

Pease Furnaces are constructed on the principle of "How Good."

Write for Catalogue.

Pease Foundry Co. Ltd.

TORONTO, ONT.

Pease-Waldon Co. Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected By Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Aug. 18.—The present time is a between-seasons period, as it affects wholesalers and retailers of hardware goods. As such, many of them are making a retrospect this week of the trade during the spring and summer months. There are two lines of goods that merchants and wholesalers alike have found to have moved particularly well this year. These are sporting goods and builders' hardware. This fact is a strong evidence of the prosperity and progressiveness that is widespread in this western country. Both of these lines include a wide range of goods, and the complete lines in each case have sold well.

Hammocks, tennis goods, baseball outfits, fishing tackle, have been stocked and sold by merchants everywhere in a satisfactory manner. In builders' hardware, nails, paper door felt bolts, lock sets, etc., have had an excellent run, and the trade in these continues to be active.

As the trade gradually shifts to fall and winter lines, it is interesting to note that up until the present, buying has been conservative, but present indications are that a good season is about to open up. Wheat crop reports and conditions have been so variable that few people knew what the actual condition was, and as a consequence the prevailing impression was more serious than there was any occasion for. As it became known that the general yield is to average on the "bumper" side, business conditions will improve. At present the ordering is brisk for twine, threshing supplies, building paper, tinplate and iron pipe. Wholesalers report a particularly heavy run on galvanized iron pipe for water wells. The dry summer has caused the stimulus of this line. Collections are not very good at present, but jobbers anticipate a good cash turnover this fall.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines, 75 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

Blocks—Steel, 45; wood, 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—planished copper, 33½c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, $4; pressed standing seamed roofing, 28, painted, $3,20; galvanized, $4; 26, $3.55 and $4.35.

Canada Plates—Half polish, 6 and 7-inch, $3.15; 8-inch, $3.40; full polish, 6 and 7-inch, $3.90; 8-inch, $4.15.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 per cent.

Fittings—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.80; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾-oz., $4.80; Queen's Head, 23, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37¾ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.65; No. 2, and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., $2.45; ⅜-in., $2.75; ½-in., $3.30; ¾-in., $4.10; 1-in., $5.80; 1¼-in., $8; 1½-in., $9.50; 2-in., $12.70; 2½-in., $20.80; 3-in., $27.40; 3½-in., $34.20; 4-in., $39; 4½-in., $43.50. Galvanized, ¼-in., $3.40; ⅜-in., $3.70; ½-in., $4; ¾-in., $5.25; 1-in., $7.60; 1¼-in., $10.35; 1½-in., $12.70; 2-in., $17.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $4.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper No. 8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c per lb.

Rope—Sisal, 9½; pure manila, 11; British manila, 9¾; lath yarn, 9¼c.

Sheet Zinc—Casks, $7.75; broken lots, $8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—21c per lb.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—6-in., $8.69; 7-in., $9.31.

Terne Plates—I.C. plates, $8.50.

Tin Plates—I.C., charcoal 20x28, full box, $9.25; ½-box, $4.87½; IX., full box, $11.25; ½-box, $5.87½; IXX., full box, $13.25; ½-box. $6.87½.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Wire—Barbed wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers—Royal Canadian, $38; new easy, $52.75.

PAINTS AND OILS.

Winnipeg, Aug. 18.—There has been no abatement in the ordering of staple paint and oil goods. The output on the contrary has been increasing, and is sure to develop to tremendous proportions as the fall work gradually closes in. The great building operations are still going on, and many new buildings are reported to be begun this fall. It has been noticeable that the class of finishing materials in demand has been the very best, and the range has also been very large. The refined oil trade is very good, and at this season particularly the demand is heavy for lubricating material.

Putty—Supplies have gone out heavily and there is much to be ordered yet. The large amount of exterior renovating has necessitated a heavy demand for putty. In barrel lots, $2.50; cases, $2.75; Kegs, $3.

Linseed Oil—As the British market almost entirely controls the Western Canada market on linseed oil, and as the old country market is advanced on account of foreign short crops, there is little likelihood of lower quotations here than those that hold at present. Jobbers here would not be surprised to see a $1.05 market in the near future. The price to-day is $1 for raw and $1.03 for boiled.

Turpentine — A traveler from the south, in the city, recently stated that in the turpentine districts in the Southern States, only a half crop is expected to be harvested. Jobbers are advising customers of possible advances in the near future. The 95-cent market is held stiff this week, and next spring the market will be possibly much in advance of this price.

ESTAB. 1818

ASK OUR PRICES FOR

PAINTS DRY COLOURS DISTEMPERS AND VARNISHES

WHY?

BECAUSE !!

WE ARE MAKERS OF NEARLY ONE HUNDRED YEARS EXPERIENCE AND KNOW THAT WE CAN COMPETE.

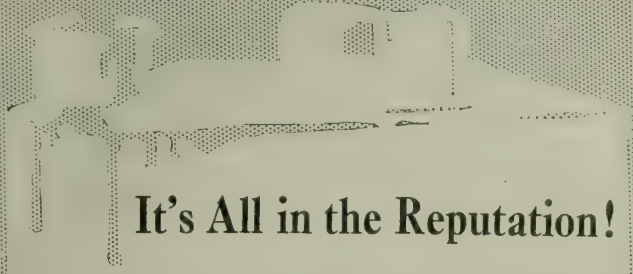
HOYLE ROBSON BARNETT & CO. LTD.

HEAD OFFICES
35 CLOSE, NEWCASTLE-ON-TYNE
ENGLAND.

CONTRACTORS TO H.M. ADMIRALTY & WAR OFFICE

1818 ESTAB.

SHERWIN-WILLIAMS PAINTS AND VARNISHES



It's All in the Reputation!

You as a dealer face blame or credit more than the manufacturer. You meet the consumer face to face. If you don't give him satisfaction, you are the one to hear about it. He doesn't often write the manufacturer.

Right here is where the dealer can strengthen himself with the painter and the property owner. By handling Sherwin-Williams Paints and Varnishes you insure yourself against blame. The products are right and are made by manufacturers whose reputation throughout the Dominion is unblemished. With such a name as Sherwin-Williams to back up your stock, you at once gain both protection and profit.

Show us the dealer who has handled our paints and varnishes for a period of years, and we will show you a dealer whose store is clean, whose trade is steady, and who is a thoroughly satisfied merchant.

Write for our attractive agency proposition before someone else sees the opportunity in your locality.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

CANADIAN HEADQUARTERS AND PLANT: 897 CENTRE ST., MONTREAL, QUE.

WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C.

929

Jardine Univseral Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER . . . ONTARIO

"The Western Stove Makers"

W. J. COPP SON & CO.

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.



Sell

WOOD MANTELS, GRATES and TILE

and add to your profits---Our latest catalogue shows a nice line of new goods which makes selling easy. Write to-day for the catalogue and price list.

The Winnipeg Paint and Glass Co., Limited

EDMONTON WINNIPEG

THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The Canadian Rubber Co. will build a new five-storey warehouse at Montreal.

The B. C. Electric Railway will build new carshops on the mainland to employ 1,000 hands.

The Holden Textile Co., of Philadelphia, will remove half their plant to Woodstock, Ont., and establish an industry to be known as the Woodstock Textile Co. A new plant will be erected to employ 100 hands.

The Verity Plow Co. annocunce extensions for four departments of their Brantford works at a total outlay of $60,000 for buildings and machinery. The present staff of 500 employes will be increased by 200, when the extensions are completed.

The large stone building at Merritton recently purchased from the Canadian Colored Cotton Co., by the Canadian Haircloth Co., has been sold to a syndicate, which will establish a rubber factory to employ 300 men. The Haircloth factory will remain in the city, but will buy an adjoining factory and sell its present mill.

Municipal Undertakings.

Castor, Alta., will instal a waterworks system at an estimated cost of $85,000.

It is proposed to erect a reservoir for the high pressure service system at Halifax.

Ottawa contemplates installing additional street hydrants for fire protection purposes.

Strathcona ratepayers voted in favor of extending its sewerage and water systems at a cost of $48,000.

The contract for the construction of sewers at Yorkton, Sask., was awarded to N. B. McInnis, of Regina.

J. C. Kennedy was awarded the contract for the laying of the Tenth avenue sewer, at Vancouver, at $48,700.

A by-law to extend the sewage system at a cost of about $8,300 will be voted on on August 29, by Berlin's ratepayers.

The Toronto Board of Control has instructed the city engineer to report on the cost of constructing storm sewers to relieve the present system in time of flood.

A committee has been appointed at Esquimalt, B.C., to gather all available data on the installation of a sewerage system.

The Moose Jay City Council instructed City Engineer Wilson to revise plans for the sewage disposal plant, and call for tenders to be in by October 17.

Gartshore-Thompson Co., Hamilton, were awarded the contract for special castings for the Horton St. pumping plant, London, at 4¼ cents a pound.

The Provincial Board of Health has advised Winnipeg, to take immediate steps for the establishment of a more adequate water supply.

Tenders addressed to the secretary-treasurer of Dauphin, Man., will be received until September 1, for labor and material on waterworks and sewerage contracts.

By-laws have been passed at Calgary to raise $284,000 for watermains; $30,000 sewer connections, and $125,000 for building and equipping an addition to the electric power plant.

The contract for the supply of sewer pipe at Vancouver, has been awarded to the Dominion Glazed Cement Pipe Co., Vancouver, at $70,910.

Public Buildings.

Klaw & Erlanger will build a fine new theatre at Vancouver.

A new hospital to cost $16,000 will be erected at Ladysmith.

The Knights of Pythias propose to erect a hall at North Vancouver, at a cost of $15,000.

The Canadian Northern and Canadian Pacific Railways will build new depots at St. James (Winnipeg).

The Protestant School Commissioners of Longue Pointe Ward, Montreal, will erect a new school building.

The site for the new government buildings at Fort George, has been chosen. Construction will proceed at once.

The Post Office building on St. James street, Montreal, will be rebuilt instead of repaired as originally intended.

A. E. Faulkner, Brantford, has secured the contract for the new collegiate institute at Dunnville, at $35,000.

Weeks & Keefer, architects, will call for tenders shortly for a fire station at Ottawa. Estimated cost $25,000.

Horwood, Taylor & Horwood have been chosen as architects for an addition to the Perley Home for Incurables at Ottawa.

The contract for the erection of the new two-room public school, at Cadboro' Bay, B.C., was awarded to Ald. W. M. Ross, Victoria, at $2,900.

Tenders for the construction of the Battleford post office will be received until August 22, by R. C. Desrochers, assistant secretary, Department of Public Works, Ottawa.

The Port Dover Board of Education have decided to erect a new building for the use of the High and the Public school. The estimated cost is $15,000 and it is expected that the building will be ready for occupation in about a year.

General Building.

Alex Shields is erecting two dwellings at Montreal, and the contract has been awarded to L. Germain.

Tenders will be received until August 20, for the construction of new Central Y. M. C. A. building, at Montreal.

Stratford's building permits include: Merchants Bank, alterations, $5,000 and Dr. F. J. R. Forster, residence and office, $4,500.

Recent building permits at Winnipeg, include: J. A. Machray, house, $12,000; the Hall Co., three houses, $10,000; H. McKinney, two houses, $3,200; A. Macaw, house, $5,000; L. Vogel, house, $2,000; Canadian Bag Co., alterations, $6,000; L. James, two dwellings, $4,000; M. Lightburn, two dwellings, $3,400; John A. Saul, dwelling, garage and stable, $11,200; M. Simmons, two houses, $4,000; J. F. Parker, $3,000; H. McKenzie, house, $2,500.

The Electrical Construction Co., Vancouver, and J. W. Spencer, of the same place, will each erect new business blocks to cost, respectively, $16,000 and $13,000.

The following building permits were issued recently at Vancouver; F. Rippon, frame dwelling, $2,000; R. Hudson, frame dwelling, $2,500; A. Matheson, frame dwelling $3,200; Leonard Wett, store building, $5,000; Munro & Sons, four frame dwellings, $10,000, and A. Chisholm, frame stable, $4,000.

The following building permits were issued from the Winnipeg City Inspector's office recently: C. Newman, dwelling, $2,000; Wallace & Aikins, two dwellings, $9,600; O. Storseter, dwelling, $3,000; A. Macdonald Co. garage, $4,000; Sherwin & Vincent four house, $7,200; H. Sansome, house, $2,000; B. Donner, two dwellings, $4,400, and Walter Beach, two dwellings $4,400.

Building permits at Toronto include: Mrs. J. A. McGillvary, dwelling, $10,000; Alex Lochare, dwelling, $5,000; C. S. Gray & Sons, two detached dwellings, $7,000; G. W. Dale, four attached dwellings, $6,000; H. Thomas, one pair dwellings, $4,000; W. H. Walsh, one pair dwellings, $4,600; W. R. Waters, one pair dwellings, $4,000; F. W. J. Hill, dweling, $4,000; James Hepbourne, one pair dwellings, $4,000; T. Holmes, dwelling, $4,200; J. W. Clare, one pair dwellings, $4,600; Houghton & Breeze, one pair brick dweelings, $4,200; John Hoidge, dwelling, $4,000; R. C. Vaughan, dwelling, $5,500; Briggs & Beecroft, two detached dwellings $5,800; E. A. Lowe, three attached dwellings, $7,500; E. B. Mackenzie, dwelling, $5,000; Mrs. Grafton, dwellings, $8,000.

S. Pearcy, three attached dwellings, $5,500; Miss Gertrude Abner, pair dwellings, $5,000; T. P. Stewart, dwelling, $10,000; Bailey & Leslie, four detached dwellings, $14,000, and D. B. Bowerman, dwelling, on 4 Whitney avenue, $9,000.

New Companies.

Marx & Rawolle of Canada, Montreal; to manufacture, refine and deal in glycerine, shellac, varnish and oils. Incorporators, R. C. Smith, F. H. Markey, W. W. Skinner, Montreal.

POLISHED SHEETS

"DOMINION CROWN"

BEST WORKING QUALITY AND HIGHEST FINISH.

A. C. LESLIE & CO., LIMITED

MONTREAL

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited,

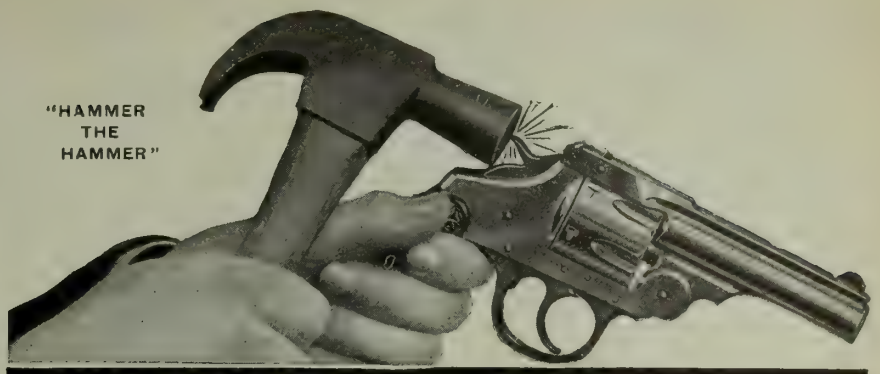
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



We Protect You—Will You Support Us?

Open prices on revolvers mean a demoralized market—price-cutting, profitless sales, subway deals and ruined prestige.

The New Model

IVER JOHNSON Safety Automatic REVOLVER

is the only medium-priced revolver sold at guaranteed prices, under patent license.

It is the only medium-priced revolver that can safely be sold at a legitimate profit.

It is the only medium-priced revolver that price-cutters dare not touch.

Your competitor pays for it at the same price that you pay---and he must sell at the same price.

No jobber gets a "Confidential Price."

The IVER JOHNSON sells for what it is worth---other revolvers for what you can get. Are you with us for honest prices?

IVER JOHNSON'S ARMS & CYCLE WORKS

Factory and General Sales Office, 33) River Street, FITCHBURG, MASS.

New York: 99 Chambers Street. Pacific Coast Representatives: Phil. B. Bekeart Co., San Francisco, Cal.



STOP

and consider the quality when ordering Bar Iron. London Bars are well known for their excellence, and price is attractive.

Sales Agents:

ONTARIO
Baines & Peckover, Toronto.

MANITOBA
Bissett & Loucks, Winnipeg.

London Rolling Mill Co., Ltd.

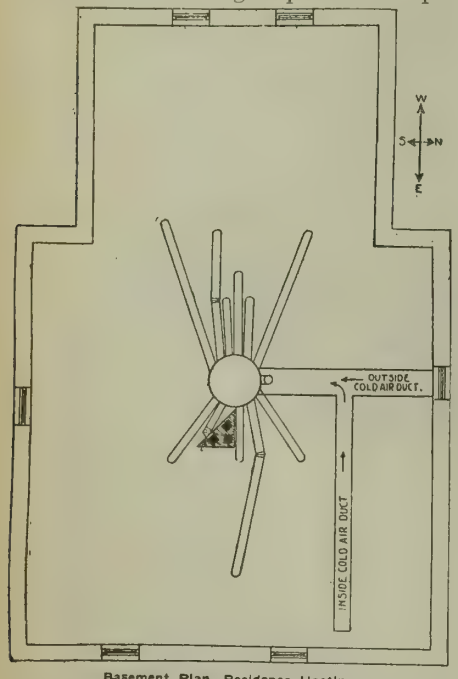
London, Canada

Furnace Heating Plans for a Modern Residence

Diagrams Showing Layout of Furnace Heating Job Taken From a Pamphlet Issued by the Excelsior Steel Furnace Company.

In fresh air heating the registers and pipes are located on the opposite side of the rooms from the windows, which is just the reverse of the system used in steam and hot water. The pipes and registers should be properly located, otherwise loss of heat and disappointment will result. In the plan here presented the location of the first floor registers is in the floor, as the circulation is freer with the registers so located, but they can also be placed in the walls and equally good results obtained. The location of the vent flue for ventilating is also shown, and the circles in the outside walls indicate where the vent pipes should be located. There would be run in the basement to a duct connected to the vent flue.

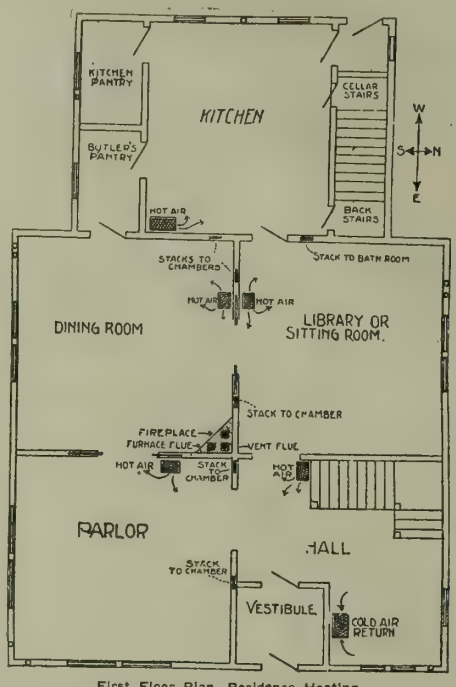
Heaters must be located as near the centre of the building as possible. Pipes



Basement Plan, Residence Heating.

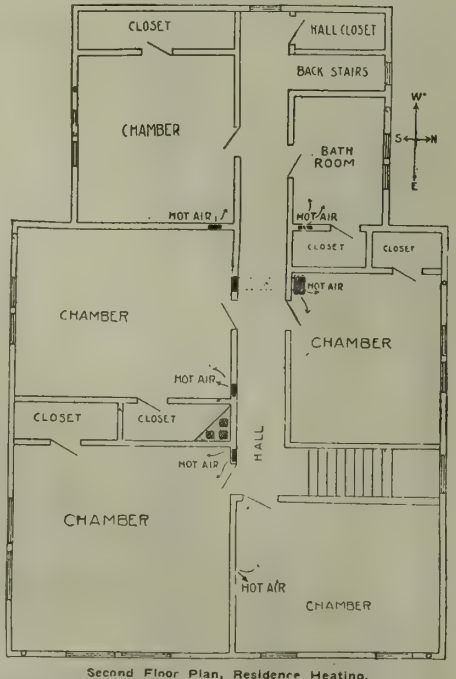
in the walls must be double, and not single, as the latter are liable to cause fires, and they also lose a large part of the heat of the furnace by radiation in the walls. Pipes and registers must be ample in size or superheated air will be delivered by the furnace. The chimney must be of ample size or combustion will be slow and results from the furnace unsatisfactory, no matter how much coal is consumed. The basement must be high enough to give a pitch of at least one inch to the foot to the heater pipes in order to give rapid flow to the warm air and not gixe off excess heat to the basement. The air ducts must not enter the furnace casing above the bottom of the firepot. The air must not enter through an underground duct that passes through water or where water is liable to accumulate. There should be a separate pipe to each register and room.

To save money many heating contractors utilize the same pipe for conveying heat to two or four rooms, but this system cannot be recommended. In the



First Floor Plan, Residence Heating.

first place it is unsanitary. In case of illness it permits the interchange of contaminated air between two bedrooms. It also affords an egress for conversation and other sounds. It also prevents independent circulation and at times furnishes excess heat to one room and insufficient heat to the ad-



Second Floor Plan, Residence Heating.

joining one. It has one advantage only and that is reduction in cost, with great risk to health and liability of failure in securing satisfactory results in the way of heat.

CUT-PRICE FURNACE WORK.

It is encouraging to find in the ranks of the furnace trade very many instances of men who have conducted a successful and paying business for long periods, of say from ten to twenty-five years, says the Sheet Metal Shop. It need hardly be said that these are men possessing business foresight, and who have taken advantage of opportunities to acquire a knowledge of the principles governing effective heating installation. The workmanship, and the materials with which they work, are designed for meeting the requirements of continuous service, and the economy of such practice over shoddy competition soon becomes apparent to those who pay the bills. Such instances of long continuance in business serve to illustrate that, in spite of serious hindrances, at least a fair degree of success is usually the reward of perserverance in the right direction.

It is from the so-called furnacemen, who cannot be safely trusted to lay out even the simplest kind of a job of furnace work, that the price-cutting and demoralization come to what should be a generally lucrative line of work. Under present conditions the bidding on a furnace contract is usually low at the outset, and very often competitive reductions are made from the first low price quoted. Many jobs are taken where the master mechanic has a task to get out whole even when everything works in line with his estimate. Too often, however, unforeseen contingencies arise that necessitate a change in the work at addition cost.

It remains for the better element in the trade to take steps looking toward co-operation in their several sections with a view to protecting themselves as far as possible from the evils of this small competition. The general reluctance to allow a competitor to secure a contract ought, so far as can be accomplished by persistent effort, to be made to give way to a standard of fair prices. Apart from the possibilities of co-operating in the trade, there remains but one salvation for many local contractors, viz., the cheap dealers who want work so badly that they will lose money rather than lose the job, will be gradually eliminated from the business through their own practices. Let your advertisement be the quality of your work rather than the competitive price.

If you must have wrinkles, get them from laughing.

Lots of people expect applause every time they do their duty.

It's human nature to believe all the good we hear of ourselves.

The peculiarity of a crank is that he always thinks it's his turn.

He who thinks only of himself hasn't any too much to think about.

Mend your own faults and don't let the faults of others worry you.



No. 22

ONE EFFORT NOT ENOUGH.

The dealer must get after his paint probables in a whole hearted way. To canvass the district just on one occasion or to send out only one batch of circulars, is not enough. The value of paint has to be hammered into the minds of the majority of people, just the same as, say, life insurance. Procrastination is one of the evils that the paint merchant has to fight against in his paint crusade. A man knows that he should, by every known reason, paint his property, but he puts it off again and again until it seems probable that it will never be done. It is up to the merchant to pull this man up. It can readily be understood that only one appeal in a case like this can have but little effect. Continuous knocking is alone effectual. Let the man have no time to forget that his fence needs painting. Keep at him until he becomes convicted. He will thank you in the end, and always remain a good customer of the store.

Every merchant must adopt a vigorous follow-up policy. Follow one personal call by another, one circular by another, one window display by another, so that a series of waves are set going that not only help each other but get wider and wider each successive effort, without any extra call upon the propaganda methods of the merchant. Give the district no time to forget one reminder as to the necessity of painting before another reminder is on the way.

A paint crusade must be educational to a very large extent. There is still a very large percentage of a community who continue to look upon paint more as a luxury than a necessity. Something to buy when there is money to burn, or when visitors are coming to stay. The merchant must break down these absurd notions. He must point out to the property owner that paint is a preservative as well as beautifier, and that a house well painted is not only given a fresh lease of life but that as a selling proposition its value is considerably enhanced. The same to the farmer when he looks at his well worn tools. To the housewife paint should be shown to be a valuable disinfectant and that nothing brightens up a place as well as paint does, and that a cheerful home must necessarily be a happy one. Thus the merchant has pointers at hand which he can elaborate into a series of powerful paint talks.

But with it all the merchant must show that he believes in what he is talking—that he is sincere. When the community sees that the merchant is not bluffing; that he really means what he says, and that he is thoroughly enthusiastic, then it will become enthusiastic also.

All this means a great deal of effort on the part of the merchant, and much careful planning. But very little is gained nowadays without hard work, especiallly



YOUR store can safely sell one brand of paint and be sure your fussiest customer will come back and tell you he is satisfied. These paints come in tins labelled

M-L PURE PAINTS

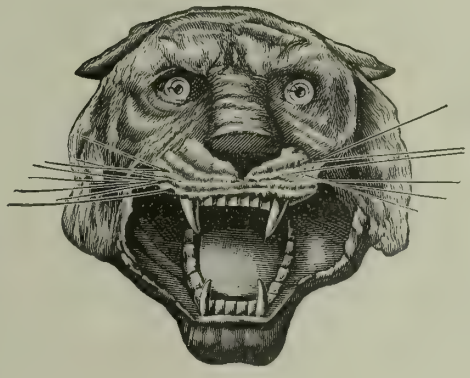
Two coats equal three of other paints. Yet your profit is just as satisfying. The paint is more so---that's why. Suppose you write us and ask us for proof.

Sample tins, color cards and all the interesting details sent you when you write our nearest place.

6 Morse St., Toronto
108 Princess St., Winnipeg
550 Beatty St., Vancouver

Imperial Varnish & Color Co.
Limited
TORONTO, ONT.

Tiger White



Brand Lead

This Lead has been a favorite with practical painters for over 30 years.

Made from Lead corroded under the dry system and mixed with pure refined Linseed Oil. Every package bears the yellow label of the White Lead Association of Canada as a guarantee against adulteration.

The Montreal Rolling Mills Co.
MONTREAL

in trade. Certainly there is this much about the paint field—and that is that it is a big one and far from being over worked. Great possibilities await every paint dealer, if he but sets himself out to canvass the district properly. But he must give time, energy and plenty of planning out to it.

PAINT AND OIL MARKETS

MONTREAL.

Aug. 19.—No changes of any importance marked the paint and oil market during the week, although advances in turpentine and linseed have been expected, and may occur at any moment. There is a very bullish tendency in these markets. The other staples are very firm in sympathy.

Trade generally is very good. A steady summer trade has been done, and although the fall movement has not yet commenced to be felt makers are shipping freely. Under these circumstances there is naturally a very good tone all the way round.

Turpentine—Although an advance is expected no change has yet been announced. The market is bullish, owing to light stocks and the market conditions in the south. Trade is very good, and we quote 94c.

Linseed Oil—No further advance was reported in linseed oil, although everything shapes to another cent or two increase. The primary markets are bullish, and there is not much oil showing locally. Buying is very good, although the demand is not for heavy lots. Users are taking only just what they want. We quote 94c for raw and 97c for boiled.

White Lead—The white lead market is firm in sympathy with linseed oil. The demand for the time of the year is good. We quote: Pure, $5.50 to $6, according to brand, f.o.b. Montreal.

Red Lead—There is a fairly good demand with prices on the firm side. Stocks are light. We quote: Genuine red lead in casks, $4.75, in 100-lb. kegs, $5.25; less quantities at $6.25 per 100 lbs.; No. 1 red lead, casks, $4.25; kegs, $4.75, and small quantities, $5.75.

Varnishes—The varnish demand is unchanged in its character. All lines are feeling a steady trade, and makers appear satisfied with conditions. Implement and coach varnishes are moving well.

Putty—The demand for putty maintains its strength, and is very consistent. All assorted orders contain a fair proportion of putty. We quote: 100-lb. drums, $2,45; bladders, in barrels, $2.70.

TORONTO.

August 19.—The holiday hush is still apparent in the market. Monday was a slow day, but Tuesday developed quite a selling strength. Trading generally is spasmodic and demand is made for general lines. Orders, however, are not large.

Turpentine is up a cent and linseed oil is two cents above last week's quotation. There is yet a variety of prices offering, but the range is not so great as a week ago. Shellac has advanced since last report was written, though varnishes have not as yet gone higher. These are the only price changes of the week.

With the opening of September the paint situation is expected to show great improvement and activity. At present manufacturers and jobbers are satisfied with what business is passing.

Linseed Oil.—This commodity remains very firm. In fact the lower quotations of last week have gone up two cents, making the range of prices somewhat closer. This week's outside quotations are 94c to 97c for raw linseed oil, and 97c to $1 for boiled oil in single barrels. The market is strong and seems likely to remain at the top price for another month, as flax seed from all sources of supply is still short. In Great Britain quotations maintain the extraordinary prices that have been in force for the past three months.

Turpentine.—At points of production turpentine shows no sign of decline but on the contrary there are indications of a very firm market. A large firm operating in Savannah as exporters are said to have contracted for all the turpentine supply for the season of the entire crop in France and seem prepared to take all turpentine offering at Savannah and Jacksonville at the highest price asked. Locally the lowest quotation has advanced a cent, making the offerings asked by the various houses from 95c to 97c single barrels. The market is now at the highest point of the year.

Rosins.—All grades of rosin have recovered from the drop of a week ago and are showing much less surplus stocks than at this season last year. It is claimed that compared with 1909 so far this year's production is 93,378 barrels short. In 1909 the stock of rosin increased the first 18 weeks of the year 48,000 barrels while this year it has decreased 27,000 barrels. Trench rosin has advanced in the past month 3 francs per 280 ch.

Shellac.—Because of the higher tendency in all naval stores and the advanced prices of rosins in the south shellac has gone up about 4c a pound from 14½c to 18½c. This may mean that higher quotations may be given out on varnishes. Manufacturers thought they were doing well when buying shellac at about 30c, but the drop in that commodity allowed of an easier feeling to prevail. Now that the market is going up again it may be that varnish prices will go higher.

White Lead.—Quotations remain for pure from $5.65 up, and from $5.25 up for No. 1. Red lead keeps steady around $4.75 for genuine. Trading is quiet in both lines.

Glass and Putty.—Glass prices will not be lower this winter. That much is assured. Trading is spasmodic. Putty prices are unchanged at $2.20 for bulk in casks and $2.70 for bladders in barrels.

Petroleum.—Benzine and motor gasolene are still selling splendidly. Coal oil bookings for fall are also good. All prices hold firm and unchanged. Prime white petroleum is 13c; water white, 15c; and Pratt's astral, 17½c.

SAVING WITH PAINT.

What is more depressing that a weather-beaten farmhouse, surrounded by fast-decaying outer buildings, fences and machinery? Yet those of us who are in farming communities see them daily. Some of us have grown accustomed to these things—hardened to their effect. To many minds they no longer present a display of great waste—to minds accustomed to these scenes, they may not always bring this question, "Can farm life be one of happiness and contentment with such surroundings?" says The Farmer.

But back to the waste. Each year our forests grow smaller and in even greater proportion lumber grows higher. We hear more and more of our national wastefulness of timber by inadequate protection of forests and poor lumbering.

Little do we heed the greatest of all our mistakes—our failure to care for timber after it is built into residences, barns, fences, etc. This is because it is then no longer a national affair, but concerns only the individual. But if we are interested in the preservation of our forests, should we not welcome a decided movement to stay the great drain on them for building purposes by protecting and caring for buildings we now have? It is not, however, the purpose of this article to deal with the subject as a national affair, but as it affects the individual property owner, particularly the farmer—for no one is more wasteful in this respect than he, and he with less excuse of all. Daily we see going up on farms buildings that should half a century later be serving well the purpose for which they are built. Few of them last long. A little foresight and a small investment in paint every few years and these buildings will stand untouched by decay, while without paint they will rot to the ground in a very short space of time.

LINSEED OIL MILL AT TORONTO.

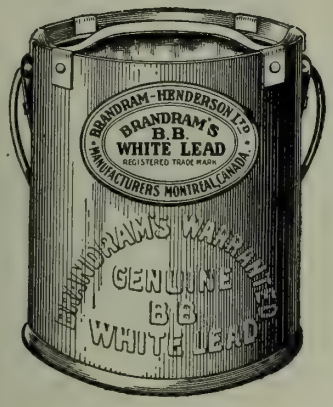
The Canada Linseed Oil Co., with headquarters at Montreal, will erect a branch oil mill on Sorauren Ave., Toronto. A permit has already been granted. The mill will be three stories high, of brick and concrete, and will cost $35,000.

STEEL MILLS IN CHINA.

The Hanyang Iron and Steel Works, at Hankow, are making regular shipments of pig iron each month to Honolulu and San Francisco. This is a very large and enterprising Chinese company with blast furnaces, steel works, and rolling mills, procuring their coal from the Pinghsiang colliery and their iron ore from the Tayeh iron mine. In the near future foreign manufacturers of steel rails and bridge iron for Chinese railways will find this company a very strong competitor, established in the heart of China, 700 miles up the Yanktse, and having unlimited quantities of coal and iron ore at its disposal. Although a Chinese company with Chinese capital, it is a noticeable fact that the engineers and practical men in charge of each department are Germans.



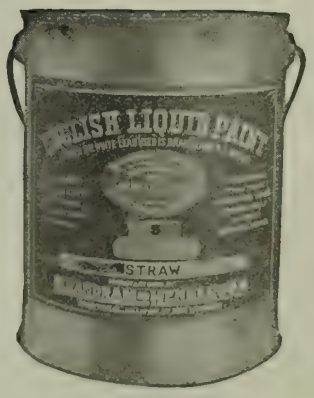
A BRANCH IN WINNIPEG



A NUMBER of years ago we effected an agreement with the Marshall-Wells Company, of Winnipeg, to distribute our products in the West. This arrangement will shortly terminate by lapse of time, and we are now preparing to open a warehouse with a large and complete stock of our products, and after October 15th, 1910, will conduct the business

UNDER OUR OWN MANAGEMENT

When our travellers call on you, offering Brandram's B. B. Genuine White Lead, and B.-H. "ENGLISH" Paint, and our numerous specialties, we hope you will give them an opportunity to "talk paint." They will have an interesting proposition to place before you, and it will pay you to hear what they have to say. :: :: ::



Brandram Henderson LIMITED

Montreal Halifax St. John Toronto Winnipeg

ON GETTING THAT "RAISE."

Nine out of every ten salesmen who read this expect to receive an advance in wages some day.

Of the nine—perhaps five—are just waiting until they may be able to say—

"I think I ought to have more wages because I have been with you two years next Monday."

Or—"I want more wages because you pay Tom or Dick more than you do me and I work just as hard as they do."

No plan of action—no determination—just drifting—that's all—waiting for a "raise."

Two of the nine are making an honest effort to advance. They are on hand early in the morning and working diligently all day—plodders—putting in their time conscientiously, but with no fixed motive nor plan to work upon.

Honest fellows—yes, they are—but they lack a fixed policy. They are drifting—that's all.

Advance will come to them—but don't you know that even if you were boss, the advance would be slow.

The last two of the nine are different—they have made a study of their employer and they—anticipate.

They give thought to conditions and supply what is needed, without having to be told.

Or—they place themselves in their employers' shoes and do the things which common sense teaches them that they would do, were positions reversed.

These fellows are the ones who advance quickly and surely until their names are added to the right-hand side of the sign board—first perhaps as "Co." and then as principals.

No matter to what class you belong sit down and think this over.

Size yourself up—to yourself. Don't "make any bones" of it. You belong to one of these classes—which one?

If in the latter—here's congratulations. If not—get in—quick.

And you cannot get in quicker than through making an intelligent study of the goods you have to sell.

Why is it—that Bill can sell more paint or Tom heads the list on stoves, or—perhaps—that you can't sell as many tools or saws as Charlie?

You are perfectly at home, perhaps, when your customer asks for a refrigerator, but you wish some other salesman had him when he asks for builders' hardware.

If you knew as much about locks and hasps and fasteners as you do about refrigerators, don't you think you could make the sale as well as the other fellows?—Sure you could.

Think of it—your boss is in business to sell, and the more he sells the better he likes it, and the more sales you make for him, the better he likes you.

And you cannot make the most sales unless you know your merchandise.

If a stove—learn how it is made. Take it apart and put it together again. Get the manufacturer to tell you all about it—he'll be glad to. Read his literature.

Push quality goods—sell the best goods, the highest priced goods, the goods that pay the best profit.

Show your customer your advertised goods. Hold him as long as you can without annoying him—but show him—or tell him about your advertised goods.

Nine chances out of ten he is ready to buy, but has not acknowledged the fact to himself. Take advantage of what is being done to aid you and show him your lines that are advertised.

Put interest, vim, enthusiasm into every sale and talk to each customer as though your future depended upon the making of that particular sale.

Any customer will be flattered at apparent interest evinced by the salesman and will return to buy from you again.

Any salesman pursuing these methods will see his customers growing stronger, more numerous and more profitable each day and each week until he may approach his employer with a tangible reason for advance in wages.

This is the only sure way to secure more salary.

WHY GOOD TIN FAILS.

The following reasons are given by "Rufus" as to why good tin sometimes fails in roofing work:

1. Acid used in soldering the seams.
2. Nails driven through the sheets. This prevents sufficient play to allow for expansion and contraction of the metal, causing broken seams.
3. Allowing the roof to stand without paint. Every tin roof is scratched more or less in laying, and rust may start at these points if a coat of paint is not applied promptly.
4. Injurious effects of paints containing graphite or tar.
5. Under side of tin unpainted. Moisture often condenses here, and at least one coat of good paint should be applied before the roof is laid.
6. Use of tar paper under the tin. If any sheathing paper is used it should be waterproof, but should contain no tar, pitch or similar bituminous substances.
7. Employing ignorant or careless workmen. Beware of the low bidder.
8. Abuse of the finished tin roof. Few people realize that scratches damage the soft lead coating of the tin. Keep workmen off the roof after it is finished. Too often the tin gutters and decks are used as a general thoroughfare for workmen. Rust will start where a scratch is deep enough to cut through the paint and the lead coating.
9. Laying the tin roof too flat, without sufficient pitch to allow water to drain off. Gutters and decks are often found so flat that water and dirt collect in shallow puddles. For long service, the steeper the pitch the better.
10. Neglect or abuse of the roof in service. In winter time it is the usual custom for the property owner to go up on the roof with a steel spade or shovel and clear off the snow; perhaps to take a hatchet and chop the ice off the tin. A good tin roof, like any other good article, deserves some attention. To keep it in perfect condition, paint at four or five year intervals, and occasionally clean out the gutters.

THE CANADA PAINT Co's
Stove Pipe
VARNISH

BRILLIANT BLACK
Stove Pipe Varnish
In Stone Bottles
(2 Sizes)

Stove Pipe Enamel
In Lever-Lid Tins
(4 Sizes)

"JET"
Stove Pipe Lustre
In Lever-Lid Tins
Half-Pint, Wine Measure.

CRYSTAL BLACK
In Lever-Lid Tins
Brush Attached

Stove Pipe Varnish
In Bulk

Full Particulars on Page 49 of Catalogue.

THE CANADA PAINT CO., L'T'D
MANUFACTURERS
MONTREAL-TORONTO
WINNIPEG

WINDOW GLASS



IT is generally about this time that stocks of Window Glass become well broken up and throughout the country a shortage is felt.

To overcome this difficulty we have just received large shipments which we had booked months ago to come in at this date.

The consequence is that we have now a perfect assortment of

Star Glass
Diamond Glass
Double Glass
26 oz. and
32 oz. Glass

also Enamelled, Colored, Ground, Chipped and Ornamental.

You should look over your stock and send in your specification as glass is low in price now, but it may not be low very long.

A. RAMSAY & SON CO.
Established 1842 Glass Importers
MONTREAL

Honest Paint
is the kind every hardwareman wants to handle.

And you, Sir, have solved this problem if you are selling

New Era Paint

the kind which covers more surface, holds its color better and lasts longer than any other prepared Paint.

Write for details and prices No paint holds out more possibilities for you.

Standard Paint and Varnish Works Co., Ltd.
Windsor, Ontario

STAR HACK SAW BLADES

Apparently no one questions the superiority of Star Hack Saw Blades and at our present figures there is absolutely no room to question the price.

They are equally good in hand frames or power machines. When used in a machine the feed should be adjusted to suit the stock being cut. The softer the stock the lighter the feed. Such treatment will prevent clogging of the teeth. Open your eyes wide and look at this list of prices:

6	7	8	9	10	11	12	inch
30	32	34	38	42	46	52	cents per dozen.

Notwithstanding the great reduction in prices, the quality of Star Blades has been improved.

MILLERS FALLS COMPANY 23 WARREN STREET NEW YORK, N.Y.



"PARAGON"
FIRE EXTINGUISHER

(Accepted by the Government Inspectors.)

Price, — — $12.00

LUDGER GRAVEL
Agent
26 Jacques-Cartier Square, :: :: Montreal

TRADE MARK
LACQUERET
HOUSEHOLD LACQUER
—THE BRIGHTENER OF THE HOME

proves a very ready seller because it has so many uses in the house. It acts like magic in beautifying and preserving old furniture and dingy woodwork, and is an established favorite with the careful housewife.

Here are a few of its features:

It dries hard and remains hard over night. Colours do not fade. Anyone can apply it. Thoroughly sanitary. Wears remarkably.

Get the good-will of the women by recommending LACQUERET.



INTERNATIONAL VARNISH CO.
LIMITED
(Canadian Factory of Standard Varnish Works)
Toronto and Winnipeg
New York Chicago London Ber'in Brussels
N.B. All goods are sold in Imperial Measure Packages

THE
Dougall Varnish Co.
LIMITED
Montreal : : Canada

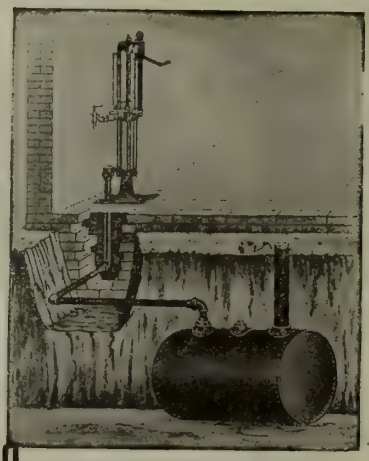
VARNISHES
OF FINEST QUALITY
FOR

RAILWAYS	PIANOS	CARRIAGES
BUILDINGS	FURNITURE	WAGGONS

ALSO

LINGERWETT
Varnish and Paint
REMOVER

Associated with Murphy Varnish Co., U.S.A.



BOWSER
LONG DISTANCE SYSTEM FOR HANDING GASOLENE OR KEROSENE

meets the highest approva because it is SAFE. Every feature of the Bowser Long Distance Underground Storage System meets the requirements of Insurance Companies and Fire Underwriters.

Here is the Plan. The oil is stored in a tank buried outside, any distance that you may desire away from the building. The tank is made of good heavy sheet steel, riveted and soldered, tested and guaranteed leak and evaporation proof. It is painted with three coats of asphaltum which absolutely prevents the damp earth from acting upon the metal.

The pump is the latest improved, all metal, and measures accurate gallons, half gallons, quarts or pints at a stroke.

The System Has Never Caused a Fire, nor has an explosion of a Bowser Tank ever occurred. One hundred and eighteen outfits passed through the San Francisco fire, and not one explosion resulted. Some of the pumps were warped and melted by the heat, but the oil remained in good condition in the tanks.

The Bowser System is safe in every way Write TO-DAY for Bulletin 15

S. F. Bowser & Co., Limited
66-68 Fraser Ave., TORONTO

A Sure Sign of Success



¶ It's a sure indication of increasing trade when a dealer starts handling the **Martin-Senour Line.** ¶ There's a paint for every purpose and every paint is perfect for the purpose for which it is made—inside, outside, for furniture, floors, dwellings or stores, for iron or wood or brick it is good—in the house, on the stack, in front or in back, on the ceiling or roof, in all weathers it's proof, and will wear like a board on door sill and stair.

YOU CAN'T BEAT IT

for quality and appearance; it means bigger and better business year after year. Better get in line and put up the success sign over your door. It will mean that you'll sell more paint and make more money than you ever have before. Write to us today. There's nothing gained by delay.

THE MARTIN-SENOUR COMPANY, Limited
Montreal Pioneers Pure Paint Chicago

The Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

The Maritime Paint & Varnish Co., Ltd.
HALIFAX, N. S.

Moore's House Colours



One of the famous MOORE LINE, made in Canada. These colours have for years held their own against a host of rivals because of the purity of their ingredients, and the care and skill used in their manufacture. The retailer gets a first-class paint at a reasonable price, because we don't spend immense sums on magazine advertising. Our policy is to put all the money into the paint and to leave it to advertise itself. If you are not yet handling the MOORE LINE we would like to send you colour card and prices. A trial order will convince the most sceptical. Write us to-day.

Benjamin Moore & Co., Limited

WEST TORONTO

New York Cleveland Chicago

JAP-A-LAC

A HIGH GRADE

VARNISH AND STAIN COMBINED

To the Hardware Trade in Canada—

We wish to announce that we have completed arrangements to manufacture all of our products in Canada, having established a complete and fully equipped Varnish Manufactory at Toronto.

The large demand for JAP-A-LAC and GLIDDEN'S GREEN LABEL VARNISHES for architectural and general use, due to our extensive advertising campaign in Magazines published in the United States, will be largely increased by our advertising campaign to the consumer in Canada.

We intend to make JAP-A-LAC a household word in Canada, just as it is now in the United States, and it is to the interest of every dealer in paints to carry a stock to supply the demand we have created, and will continue to maintain.

The quality of our goods is of the highest. Our experience of nearly forty years is back of every gallon we manufacture, and our experienced corps of chemists and varnish makers have personal supervision over all our products.

Our discounts to the trade are liberal, thus insuring a satisfactory profit to the dealers who co-operate with us to reap the benefit of our extensive advertising.

We solicit your inquiry regarding our proposition, which is the most attractive ever offered to the dealer.

THE GLIDDEN VARNISH COMPANY

Toronto, Ontario

Glidden

THE mere buying of so many cans of varnish for your shelves will not help your business, but if you buy the right kind of varnish with which the manufacturer has identified a well-known name or trade-mark, you are buying ready-made varnish business.

When you buy Pratt & Lambert Varnishes, you buy the highest quality and the best advertised varnishes. You buy this ready-made business on P. & L. Varnishes in your town.

All cans Imperial measure; shipped from our new factory at Bridgeburg, Ontario. Write to-day for prices and terms.

PRATT & LAMBERT-INC.
VARNISH MAKERS 61 YEARS
24 COURTWRIGHT ST., BRIDGEBURG, ONTARIO
FACTORIES
BRIDGEBURG, ONTARIO
LONDON PARIS HAMBURG NEW YORK BUFFALO CHICAGO

Distributors: Stewart and Wood, Toronto, Ont. The Staneland Co., Victoria, B.C. Winnipeg Paint & Glass Co., Winnipeg, Man., and Edmonton, Alta. Calgary Paint & Glass Co., Calgary, Alta. British Columbia Plate Glass & Importing Co., Vancouver, B.C.

Paint and Varnish Removers.

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	Name of Brand.
The Sherwin-Williams Co., Montreal, Canada.	**"Taxite"**
International Varnish Co, Ltd., Toronto, Canada	**"Klensa"**
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada	**"Expedite"**
British American Paint Co., Victoria, B.C.	**"Bapco"**
Mount Royal Color and Varnish Co., Montreal, Canada	**"Scrape-off"**
James Robertson Co., Ltd., Toronto, Canada	**"Robertson's Paint and Varnish Remover"**
Sanderson Pearcy Co, Ltd., Toronto, Canada	**"Devolite"**
Stewart & Wood, Toronto, Canada	**"Solvo"**
Martin-Senour Company, Ltd., Montreal, Canada	**"Martin-Senour Paint and Varnish Remover"**

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y.

Brantine Architectural Finishes give the Architect, the Householder and the Varnisher satisfaction. The Hardware Dealer can make a handsome profit when selling them.

SCARFE & COMPANY

Head Office and Factory: BRANTFORD, ONT.

MONTREAL, QUE.—472 DELORIMIER AVE.
Phone Bell East, 442

WINNIPEG, MAN.—78 LOMBARD STREET
Phone Main, 9944

Pilkington Bros., Limited, St. Helens, Lancashire, Eng.

MANUFACTURERS OF ALL KINDS OF

British Window Glass

Polished Plate Glass
Plain and Bevelled Mirrors
Picture and Car Glass
Prismatic Glass
Cast Ribbed and Polished Wire Glass
Cast and Ribbed Rolled Glass
Leaded Lights

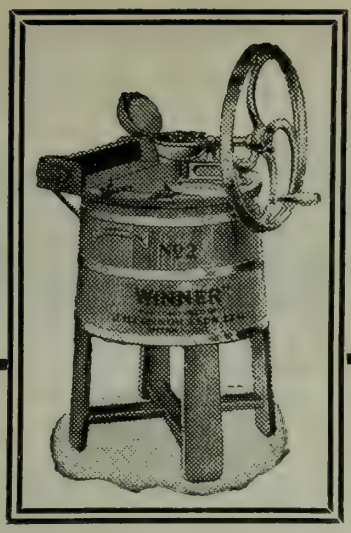


Wire Screens
Plain and Figured Cathedral Glass
Obscured and Enamelled Glass

Large stocks aways on hand at our Canadian Depots Quick delivery of import orders a special feature of our business Prices and quotations on application

CANADIAN OFFICES AND DEPOTS:

Montreal Busby Lane
Toronto Mercer Street
Winnipeg Market Street
Vancouver Columbia Ave.



Easy Running

Strongly Built

Have you seen the

"Winner" Rotary Washer

(STYLE No. 2)

It is a strong selling line you can handle most profi ably. The main shaft runs on roller bearings, and the gearing is so simple it is not liable to get out of order. The inside being heavily corrugated, does quicker work. Attractively finished in natural wood. Stave leg idea insures a steadv machine.

Write for details of this and our other popular lines of washers.

J. H. CONNOR & SON, LIMITED OTTAWA

Why Buy the "Near Quality" when the Best is Procurable?

THE L. MARTIN CO.'S

Old Standard, Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACK

IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.

Manufacturers of the

Highest Standard Lampblacks

for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.



Maxwell's Latest

is the "Champion High Speed Washer." This machine differs from the famous "Puritan" only in the driving mechanism. The

Champion High-Speed Washer

is run, as the illustration shows, by a lever. This lever also starts the balance wheel, which revolves four times for every stroke. The great momentum of this balance wheel helps to turn the dolly block and makes the "Champion" run very smoothly and easily.

It is sure to be a splendid seller.

David Maxwell & Sons : : St. Mary's, Ont.



Stanley Tools

We make a great variety of special Planes. Among them are RABBET PLANES, FILLETSTER PLANES, DADO PLANES, MATCH PLANES, CHAMFER PLANES and TONGUING and GROOVING PLANES.

Only a few of these special Planes are shown here.

Send for Catalogue containing complete description of these and other tools.

We are now prepared to ship from our CANADIAN WORKS our complete line of Iron and Wood Bench Planes, Block Planes, Bit Braces, Spoke Shaves and Pocket Levels, and, as fast as practicable, to these will be added other lines of tools shown in our Catalogue.

ADDRESS ALL COMMUNICATIONS TO

STANDARD THE WORLD OVER

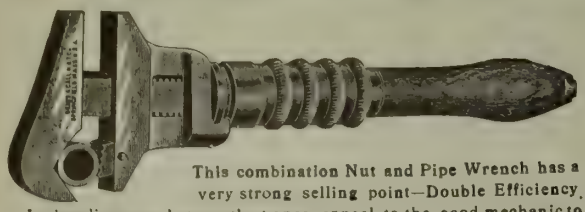
Stanley Rule & Level Co.

NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

A Strong Selling Point

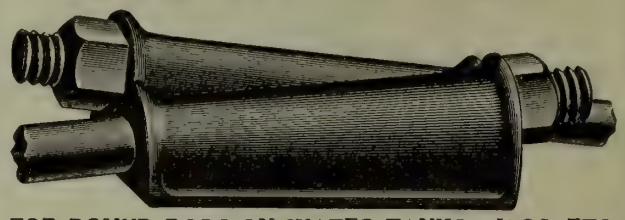


This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

TANK LUGS



FOR ROUND RODS ON WATER TANKS, SILOS, ETC.
MALLEABLE IRON All sizes—⅜ inch to 1½ inch ready for immediate shipment
Also over-flow connections for wood tanks
OTTERVILLE MANUFACTURING CO.
OTTERVILLE, ONT. Limited

IT'S THE QUALITY *of* OUR BELTING

that we SELL, and it helps to sell it again.

How many times are you asked for some of the best belting? You should profit by handling a nice *assortment* of our various grades of belting. It's so easy to say the best, etc. It's easy to say it will last and that *we tan* the *belts* and select them from the best part of the *best hides*. We can prove it. *Let us do it for you.* There's money in *Belting, too.*

Anything in Leather Belting or Lace Leather.

To-day is the day to let us hear from you.

J. L. GOODHUE & CO., Limited
Danville, :: :: Que.
The most generously handled belting factory in Canada

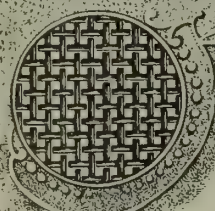
Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL HALIFAX OTTAWA
HEAD OFFICES TORONTO CANADA
WINNIPEG VANCOUVER ROSSLAND

ORNAMENTAL IRON WORK
WIRE CLOTH AND WIRE GOODS



WINDOW GUARDS

Are there any New Buildings in your neighborhood requiring Window Guards? This is profitable business. Send in your inquiries.

CANADA WIRE GOODS MFG. CO.
HAMILTON



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

Notice to Subscribers

Subscribers will confer a favor on us by notifying us in case they are not receiving their paper regularly, or if they find they have missed one or more issues. We send out thousands of copies each month, and it is only natural to suppose that a few copies will go astray in the mails, even though every precaution is taken by us to avoid this.

We should also be notified at once of any change in address, giving both old and new addresses.

JOSEPH RODGERS & SONS,
SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR
Cutlery
BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK
GRANTED 1682

Sole Agents for Canada

James Hutton Company
Montreal

BLACK JACK

THE BEST FAMILY POLISH MADE

TRY IT



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



OUR GUARANTEE

We will install a System of Gipe Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any other WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS, we will remove them at our expense.



CATALOG FREE

THE GIPE CARRIER COMPANY

99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 115 HOLBORN, LONDON E.C. ENG.

The Huskiest Hog Alive



could not smash one of our Steel Hog Troughs. They are built to withstand the roughest usage. Better introduce them to your customers.

WHENEVER you have an order for galvanized or Black Steel Work that is too heavy for your tinshop, send it along to us. We have special facilities for handling such work in quick time and at the lowest prices.

Our stock lines include Steel Tanks for all purposes, Water Troughs, Hog Troughs, Stable Troughs, Food Cookers, Spray Cookers, Maple Evaporators, Staunchions, Etc., Stable Fittings, Coal Chutes, Smoke Stacks, Steel Cheese Vats, Rowe Sanitary Lavatories, Parkyte Sanitary Closets, Etc.

The Steel Trough and Machine Co., Limited

TWEED, ONTARIO



A PULL TURNS ON THE LIGHT

Better than electricity or city gas, cheaper than coal oil or candles. Steady, white, brilliant; ¼ cent per hour for 500 candle power.

Lighted or extinguished by a pull of chain and regulated to any desired candle power in the same way.

Absolutely Safe, permitted by all insurance companies. **More Light Means More Business.** Delivered ready for any one to install.

Write now for circular and special price to merchant direct.

For stores, homes, churches, hotels, etc. First class agents wanted.

MACLAREN & CO.

Gasoline Lighting Systems

MERRICKVILLE, ONT.

Neptune Unrivalled Patent Steel Wire

is the Strongest, Most Elastic and Most Economical Wire on the market. The 12½g. and 14g. will save you over 60 per cent. as against No. 8 and 10 gauges ordinary wire. Does not sag in summer nor snap in winter.

	Breaking Strain	Length per 100 lbs.
NEPTUNE UNRIVALLED," 12½g	1140 lbs.	1277 yds.
Ordinary Galvanized Wire, 8g	1125 lbs.	471 yds.
NEPTUNE UNRIVALLED," 14g	730 lbs.	2000 yds.
Ordinary Galvanized Wire 10g,	720 lbs.	729 yds.

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft Carlswerk, M.E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

ENGLISH GLUES

Over fifty years' experience in the manufacture of

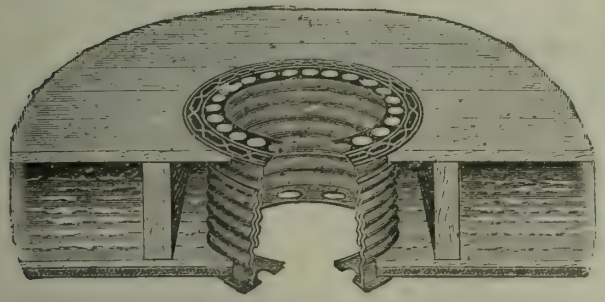
Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc., on application.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 **Appley Bridge, Wigan, Lancs., England**

O.K. THIMBLES



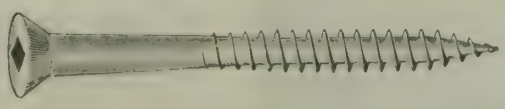
These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

RIVETS

IRON—COPPER—BRASS

Tinned, Coppered or Plated Finishes



Every Shipment Guaranteed. Prompt Delivery

Get our quotations before buying

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

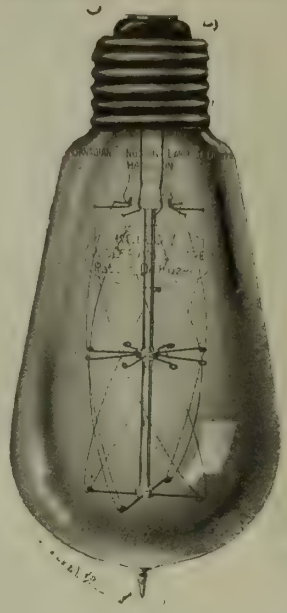
We also do JOB PLATING

"Kolloid-Wolfram"

(Registered Trade-Mark)

Brighter the Store

Better the Business



Tungsten Lamps

Better the Lamp

Brighter the Store

Use Kolloid-Wolfram Lamps. Increase Your Business and Reduce Your Expenses.

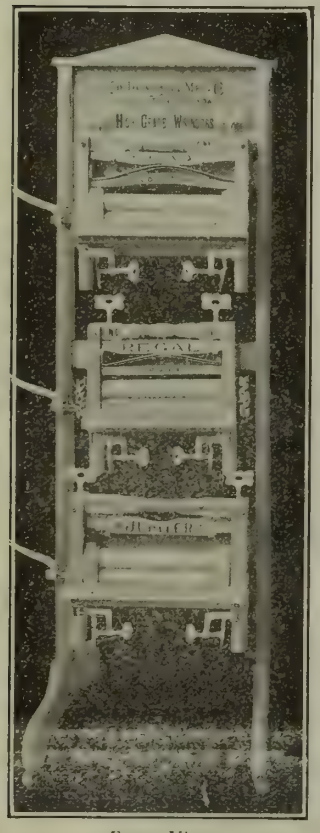
For Sale Everywhere. But Beware of Imitations.

Manufactured in HAMILTON, ONT., by

The Canadian Tungsten Lamp Co., Ltd.---Lighting Experts

ARROW BRAND

Clothes Wringers



Front View

Displayed on this Stand
make

Quick Sales

and

Satisfied Customers

Its a

Silent Salesman

that draws no Salary and never grows tired Showing Goods.

Write us for particulars.

Cummer - Dowswell, Ltd.

Hamilton, : : : Ontario

Eastern Agents:
W. L. Haldimand & Son,
Montreal

Western Agents:
H. F. Moulden,
Winnipeg



Back View

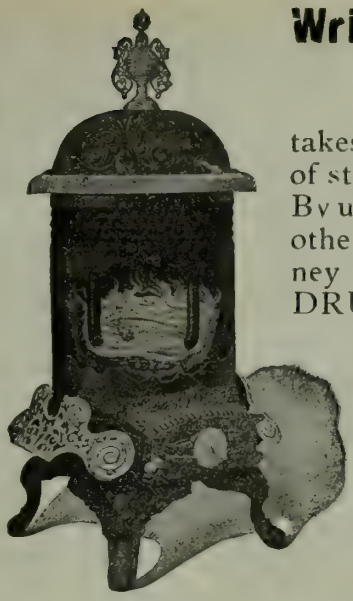
COLE'S ORIGINAL HOT BLAST STOVES

will burn Soft Coal, Slack, Siftings, Lignite, Hard Coal, Crushed Coke, Wood, and Cobs.

Slow combustion at cherry-red heat.

For dwellings, offices, stores, schoolhouses, churches, stations, and factories.

Sizes and prices to suit every purpose.



Wright's Spiral Tubular Radiator

takes place of ordinary length of stove pipe.

By utilizing the waste heat which otherwise passes up the chimney and is lost, WRIGHT'S DRUM will heat a room with absolutely no extra cost for fuel.

Made in two sizes to fit 6 in. or 7 in. pipe. Crated individually.

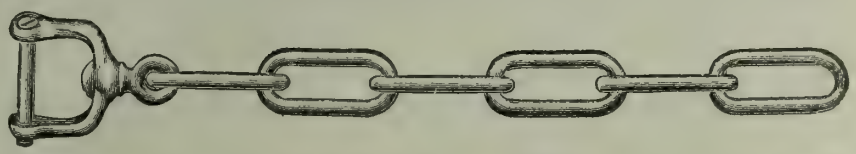
Send for Illustrated Catalogue

E. T. WRIGHT & CO.
(H. G. WRIGHT)
HAMILTON, CANADA

Toronto Representative--MR. F B.WILSON, 33 Maitland St., Toronto, Ont.



Electric Welded



Highest Quality

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

Coil Chain	Logging Chain	Heel Chain	Loading Chain	German Coil	Halter Chain	Tie Outs	Cow Ties

McKINNON CHAIN COMPANY

BUFFALO, N.Y. **ST. CATHARINES, ONT.**



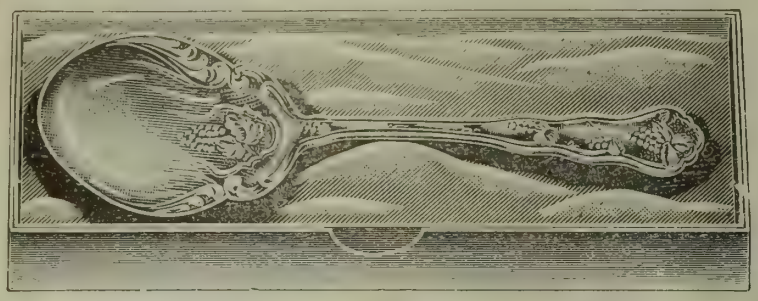
H. BOKER & CO.'S "DIAMOND"

In appearance and cutting quality exactly as the "King Cutter." Made expressly for Gentlemen who shave themselves. The "King Cutter" is made chiefly for Barbers.

The "Diamond" may be had from the Wholesale Hardware Trade for $7.90 per dozen.

An Attractive and Seasonable Line

Here's a spoon that is proving a strong favorite and rapid seller—the



Grape Pattern Berry Spoon

Artistic, durable and well-finished. With Silver or Gilt Bowl, and neatly boxed.

WRITE FOR CATALOGUE.

McGLASHAN, CLARKE CO., Limited
Niagara Falls, Ont.

Agents:—J. Mackay Rose, 88 McGill Street, Montreal, Que; N. F. Gundy, 61 Albert Street, Toronto, Ont; David Philip, 291 Portage Avenue, Winnipeg, Man.

"THE SECRET OF SUCCESS"

IS A SUBJECT IN WHICH MANY PEOPLE ARE INTERESTED

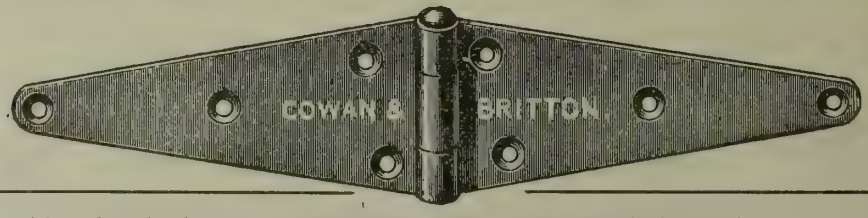
In business life *SUCCESS* is variously attained.

We have found that the best way to *gain* it *is to make* the *right class of goods;* make them a little better than the other man, and *quote a fair price.*
"*DOMINION BRAND*" Tarred Felt is an article which will help *you* to *success.* Our *Coal Tar Roofing Pitch* and other roofing materials are just as well manufactured, and are just as saleable. Let us handle a trial order for you.

LOCKERBY & McCOMB, Ltd., 65 Shannon St., Montreal

Hinges

Butts



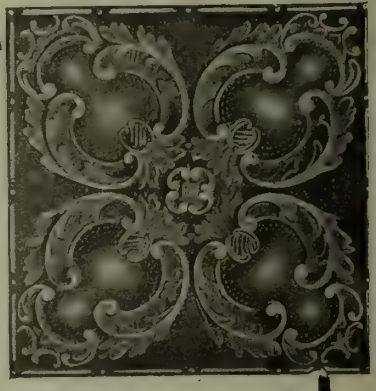
Builders' Hardware

If you are looking for the best on the market at the price of inferior articles, you can make no mistake in stocking and recommending COWAN & BRITTON'S NAILS, HINGES and BUTTS. We are the oldest factory in Canada making these goods, and the fact that we are now working night and day to supply the demand, is proof positive of the quality of the goods we make.

If your jobber can't supply you, write us direct.

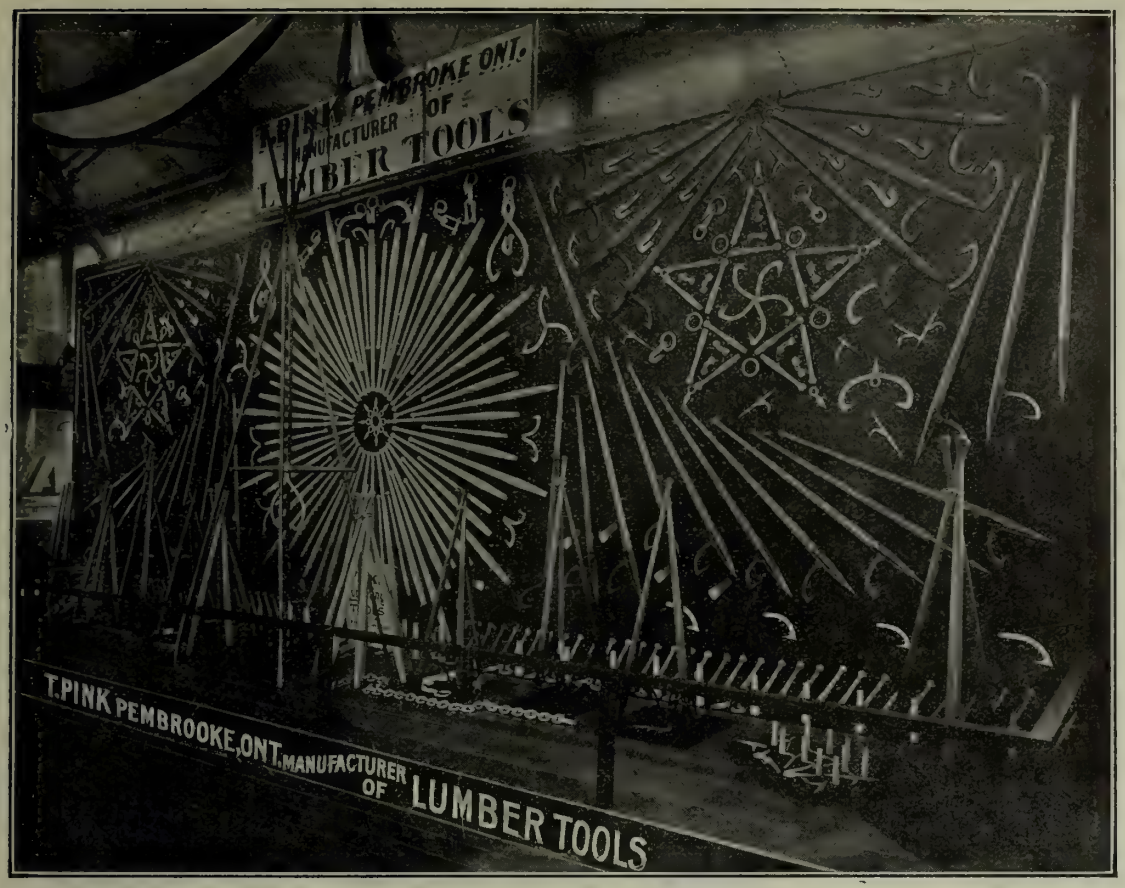
COWAN & BRITTON - Gananoque, Ont.

—Not for Love—But for Profit—



You ought to be selling the McFarlane & Douglas line of metallic ceilings, walls and roofing. When selling this attractive line from our catalog or from samples it is easy to clinch business, because your talking points are Economy, Health, Beauty, Protection from Fire. There's a big, underworked field for this line—why not "get the connection" before the other fellow? If you haven't got our catalog, write for a copy. If you have, don't sidetrack it. Keep it to the fore, because you'll profit by introducing the McFarlane & Douglas line on every opportunity.

McFarlane & Douglas, Ltd., Ottawa, Canada



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

LONG LIFE METALS

YOU CAN MAKE MONEY BY HANDLING OUR DIFFERENT GRADES OF

BABBITT METALS

We co-operate with the dealer, and send out advertising matter in our mutual interest. Write for prices and be convinced. We also manufacture all grades of tinners' and plumbers' solders.

The James Robertson Company, Limited, Montreal Toronto St. John Winnipeg

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

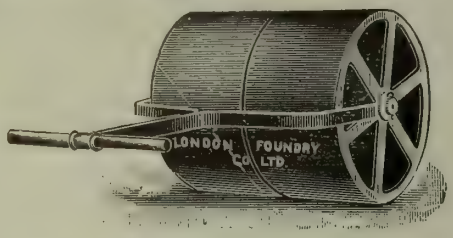
Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

HAND ROLLERS

Just the Thing for Rolling Lawns



Two Section Hand Roller

Made entirely of cast iron and steel, with 2-inch axle on which revolve two cast iron drums, each 12-inch tread and 22-inch diameter.

One Piece Hand Roller

18-inch tread and 26-inch diameter.

Water Ballast Hand Roller

36-inch tread and 30-inch diameter.

Write for Catalogue and Prices

THE LONDON FOUNDRY CO.,
LONDON, CANADA Limited

"The Cup That Cheers, but not Inebriates"

in perfection for all who use our



Mission Style Tea Kettles and Stands

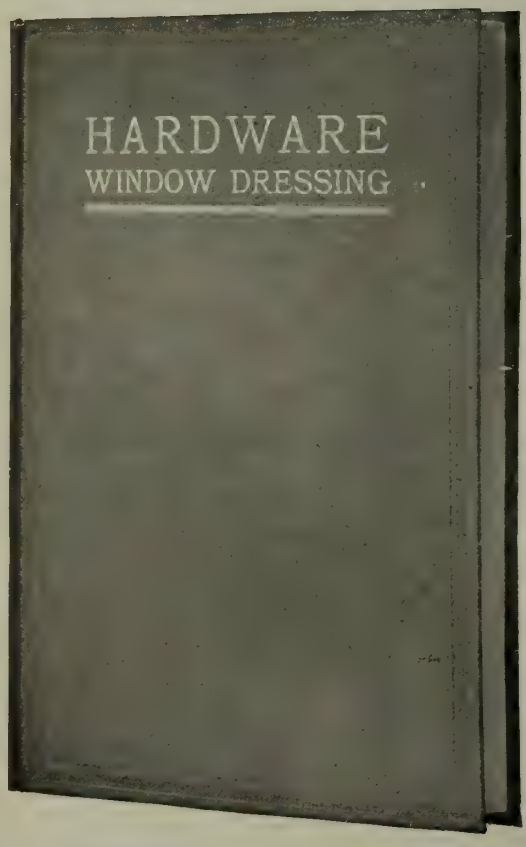
A handsome appearance, combined with undoubted utility makes these kettles the very thing for a gift for any occasion.

You should meet the demand by ordering promptly

Send for our complete Catalogue

The Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:
F. H. McINTOSH & CO., 28 Toronto St., Toronto



You May Become a Practical Window Dresser for $2.50

This is the first book ever written devoted exclusively to Hardware Display, and has been off the press only a few weeks. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

26 Pages **8 x 11 Inches** **300 Illustrations**

Price $2.50. (Payable in Advance)

Send for Descriptive Circular.

Technical Books, 143-149 University Ave., Toronto

The AYLMER



Branch Pipe Double Acting Force Pump fitted for Windmill or Hand use.

New Adjustable Base and Union Spout. This pump is adapted for any and all wells from a 5 5/8 inch hole up and any depth well up to 100 feet. These Pumps are fitted with Brass Upper Cylinders, Expansion Plungers, Steel Bolts, and large Airchambers. They are our best and latest goods.

Manufactured only by

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives:

ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

An Ideal Lighting Plant

and one which can be handled and installed by every hardwareman is the

Monarch Acetylene Generator

(Canadian Patent No. 118217)

It is absolutely safe, easy to recharge, gives a uniform gas pressure and is perfect in action. The Carbide Feeding Device operates outside, so that it cannot form accretions, become clogged, or encrusted with lime salts.



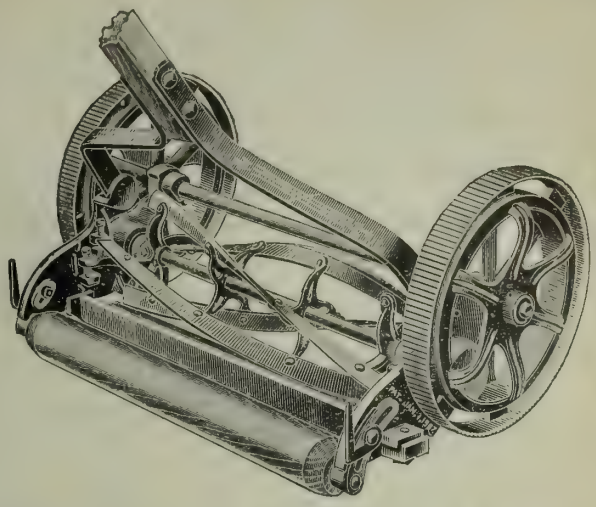
Approved by the Canadian Board of Fire Underwriters for installation in any building in Canada.

Write for Catalogue & Particulars

Department "E"

The Monitor Manufacturing Co.

FREDERICTON, N.B.



The "DIAMOND"

Ball-Bearing

Lawn Mower

is strictly a high-grade machine in every respect, and one of the easiest running on the market. The frame is absolutely rigid and the Mower is of great strength and durability.

The reel is adjusted to the cutter bar by our special adjusting and locking device, and the reel blades are of special heavy knife steel—the best produced for this purpose.

The cutter bar blade is of high-grade steel and made with a turned up, hardened lip, which gives great strength and stiffness, and it is not easily injured in coming in contact with sticks, stones or other trash which may be on the lawn.

The balls, cups and cones are of highest quality, and the ball-bearing adjustment is one of the simplest and most effective made.

This Mower is fitted with drive wheel, *11 inches* in diameter, giving great driving power and light draft.

Attractively finished in gold and bright red.

Write us for prices for 1911

The

Whitman & Barnes Mfg. Co.

St. Catharines, Ontario

THE SUCCESSFUL DEALER gives the best value to the CONSUMER for HIS MONEY.

He should be able to advise his customers as to the material suited to their requirements under local conditions.

When he can save dollars for them and GIVE SATISFACTION at the same time HE holds his customer FAST by increasing his buying power; thus each party profit by it.

OUR BRANDS are all satisfactory.

BLACK DIAMOND TARRED FELT
JOLIETTE and CYCLONE SHEATHING
We also make a fine variety of wrapping papers.

ALEX. McARTHUR & CO., Limited

82 McGill Street **MONTREAL**

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb ... 0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial,genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber. 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal.—Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb.

Lion Metal Co., Montreal. — Lion Extra, 60c. ; Genuine, 50c.; Crown, 40c.; Antifriction, 30c.; Special, 25c.; "A," 20c.; "B," 15c.; "C," 12c.; Mag Metal, 10c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch.....	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb.....	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.	
Casting ingot.....	13 50	13 50
Cut lengths, round bars, ½ to 2 in. .		21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..		23 00
Plain, 16 oz., 14x48 and 14x60.....		22 00
Tinned copper sheet, base.....		24 00
Planished base.....		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1....	....	20 00
" No. 2....	....	19 50
Middlesboro, No. 3 pig iron..	17 75	20 00
Summerlee, No. 2 " ..	20 25	22 50
Carron ,special.....	20 00	....
Carron, soft.....	19 75	...
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow.....	17 75	20 50
Glengarnock.....	....	22 50
Radnor, charcoal iron.....	32 00	32 50
Ayresome, No. 3.....	18 75	....
Ferro Nickel pig iron (8oo)....		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...		27 50
Angles.....base	2 50	2 50
Common bar, per 100 lb.....	1 90	2 05
Forged iron "	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel.....	1 90	2 15
Sleigh shoe steel.....	1 90	2 15
Iron finish machinery steel (domestic).....	1 95	2 15
Iron finish steel (foreign)....	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 40	2 50
Mining cast steel.....	0 07½	0 08
High speed.....	0 65	0 65
Capital tool steel.....	0 50	....
Cammell Laird.....		0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	0 06½	....
Silver tool steel.....	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch.....	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets.....	2 40	2 60
All bright, 52 sheets.....	3 50	3 50

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52.....	4 45	4 45	4 35
60.....	4 70	4 70	4 60
20x28x80.....	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20....	3 60	3 35	3 60	3 60
22-24....	3 65	3 40	3 65	3 65
26.....	4 05	3 80	4 05	4 05
28.....	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 25 cents extra.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10¼ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
¼ inch	2 03	¼ inch 2 86
⅜ "	2 25	⅜ " 3 08
½ "	2 63	½ " 3 48
¾ "	3 28	¾ " 4 43
1 "	4 70	1 " 6 35
1¼ "	6 41	1¼ " 8 66
1½ "	7 70	1½ " 10 40
2 "	10 26	2 " 13 86
2½ "	16 39	2½ " 22 14
3 "	21 52	3 " 29 07
3½ "	27 08	3½ " 36 58
4 "	30 78	4 " 41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 10½
Light copper bottoms	0 09½	0 09½
Heavy red brass....	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass.....	0 06	0 06½
Tea lead.....	0 02½	0 02½
Heavy lead.....	0 02½	0 02½
Scrap zinc	0 03	0 03½
No. 1 wrought iron	12 00	10 00
Machinery cast scrap, No.1	16 00	14 50
Stove plate.....	12 50	13 00
Malleable	9 00	8 00
Miscellaneous steel	5 00	6 00
Old rubbers....	0 09½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 50	3 75
Imported pig, per 100 lb.....	3 75	3 85
Bar pig, per 100 lb.....	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll...	5 00	5 00
Sheets, 3 to 6 lb. ft.....	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¼c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 20	0 20
Wiping	0 18½	0 19

SHEET ZINC.

5-cwt. casks	6 75	6 75
Part casks.....	7 00	7 00

SPELTER.

Foreign, per 100 lb	5 75	5 75

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $35 25 35 00

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box
I C,14 x 20 base	$5 50
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

'Dominion Crown Best"—Double Coated, Tissued.

	Per box
I C, 14 x 20 base.....	5 50 5 75
I X, 14 x 20 "	6 50 6 75
IXX 14 x 20 "	7 50 7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base.....	4 25
I X, 14 x 20 "	5 00
I XX, 14 x 20 "	5 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. }	.... 6 75
" 14x60, " }	
" 14x65, " }	

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25 7 50
" " 26 "	.... 8 00

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal, London.

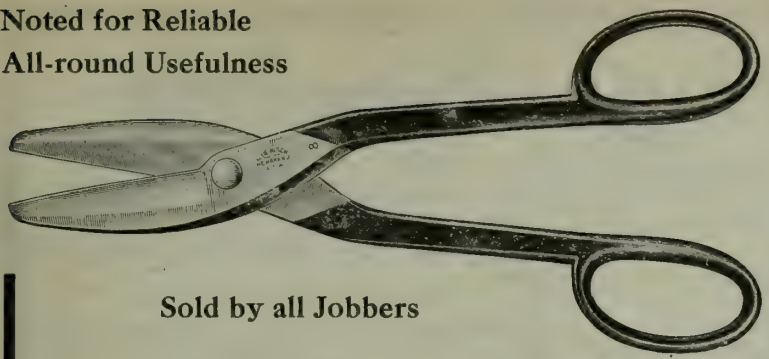
COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18 $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21 $7! — No. 22, $7.30 — No. 23, $7.65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27 $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—olling, 10c.—in 25-lb. bundles, 15c.—in5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 35c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging papering, 10c

Noted for Reliable
All-round Usefulness



Sold by all Jobbers

HEINISCH
TINNERS' SNIPS

This cut shows the well-known Heinisch regular pattern that is so highly thought of by all tin workers. It will cut straight lines, curves, all irregular shapes, cornicework, small circles, etc., with equal facility. Forged steel handles and highly-tempered laid steel blades.

R. Heinisch's Sons Co., Newark, N. J., U.S.A.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs.. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 60 extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks	per lb.
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of lead		0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow "	0 18
Golden ochre "	0 11
French " "	0 09
Chrome green "	0 11
French permanent green "	0 15
Signwriters' black "	0 17
Marine black, 25 lb. irons	0 05

GLUE.

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Brantford all-round glue, ½-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 19½	0 19½
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb. "	0 23½	0 23½
Tins, 1-lb., 100 in case	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	1 70
Canada Paint Co.'s pure	1 60
Globe house paint (Windsor)	1 25
"New Era" house paint (Windsor)	1 35
Benj. Moore Co.'s "Ark" brd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson's "English"	1 60
Ramsay's paints, Pure	1 45
" Thistle	1 10
Martin-Senour 100 p.c. pure, base	1 70
Senour's Floor Paints, base	1 35
Jamieson's "Crown and Anchor"	1 60
Jamieson's floor enamel	1 75
Island City pure paints	1 50
Sanderson Pearcy's, pure	1 40
Robertson's pure paints	1 40

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 45
Bladders in bbls	2 70

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Prime white petroleum per gal	0 13	
Water white "	0 15	
Pratt's astral "	0 17½	
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls	0 19	
Benzine, per gal single bbls	0 17	
Turpentine, single barrels	0 94	0 95
Linseed Oil, " raw	0 94	0 94
" " boiled	0 97	0 97

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's white enamel	3 50
Canada Paint Co's sun varnish	2 00
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 50
C.O. Co's. Permanite, interior	2 00
" Herculo, exterior	2 50
" Reflex, floor	2 25
" Japanite Dryer	1 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 25	6 40
Elephant Genuine	6 25	6 40
Lily Pure	5 75	5 90
Tiger Pure	5 55	5 70
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		5 50
Brandram's B. B. Genuine	7 00	7 15
"Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 50	5 65
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 75	5 90
Island City pure lead	5 75	5 90
Sterling C.P.		5 75
" Decorators		5 25
Sanderson Pearcy's		5 75
Robertson's C.P., lead	5 50	5 65
Decorators' Pure	5 75	5 90

No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½	
Buckworth, per lb	0 10½	

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 p.c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz. pairs.	
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 50
Double strap hangers, doz. sets		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		6 50
" " rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

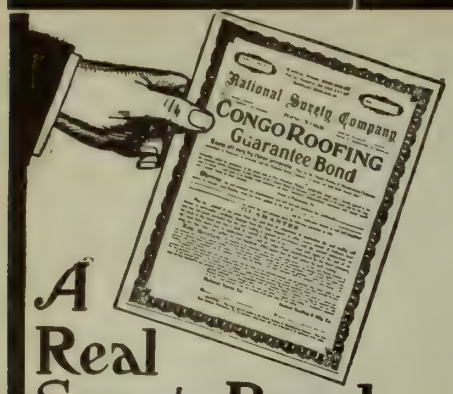
Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent
" " ½ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 and 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ½ and less	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list	75
Nuts, square, all sizes, 4½c. per lb. off	
Nuts, hexagon, all sizes, 4½c. per lb. off.	
Stove Rods per lb., 5½ to 6c.	
Stove Bolts 90	



A Real SuretyBond

Congo Roofing

LOTS of advertisers use the word "guarantee" recklessly. We did not like to be in their category, so we decided to have the National Surety Co. issue a Guarantee Bond, duly numbered and recorded, with every roll of Congo Roofing.

This Bond guarantees that the two and three ply will last ten years.

The provisions are simple and straightforward and it is no trouble to comply with them. With a Congo Roof the Bond leaves the owner absolutely free from responsibility for ten years

If it wears out before that time, he gets a new roof free.

He does not have to argue with us and convince us, because the National Surety Co. is behind each bond.

The bond is legal and binding, and gives absolute certainty of satisfaction.

A copy of the guarantee and free sample will be sent to you on request.

UNITED ROOFING AND MFG. CO.
Philadelphia, Pa.

Stark, Seybold, Ltd., Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Ltd., Victoria, B.C.; Hobbs Hardware Co., London, Ont.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 35 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs	2 50
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60", per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 70
3 " " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BINDER TWINE.

500 feet, sisal	0 07½
600 " standard	0 07½
550 " " manilla	0 07½
600 " "	0 08½
650 " " "	0 09

Car lots, ½c. less; 5-ton lots, ¼c. less Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, 45 p.c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.
Crescent brands, 70 per cent.

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 60	1 7
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 8 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	3 00
3 " " "	3 65
4 " " "	4 80
5 " " "	6 60
" "	8 00

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 nch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEONS

Canadian, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 75
10 " " "	3 00
12 " " "	3 50
15 " " "	5 00

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs	9 85

GALVANIZED WARE

Duffer'n pattern pails, 50 per cent.
Flaring Pattern, 50 per cent.
Galvanized washtubs, 45 per cent.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	8 00
" " ⅝ " "	10 00
" " ¾ " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 45

HINGES.

Blind, discount 50 per cent.		
Heavy T and strap, 4-in 100 lb. net		7 25
" " 5-in. "		7 00
" " 6-in., "		6 75
" " 8-in., "		6 50
" " 10-in. and larger		6 25
Light T and strap, discount 65 p.c.		
Screw hook and hinge—		
under 12 n per 100 lb.	4 50	
over 12 in. "	3 50	
Crate hinges and back flaps, 65 and 5 p. c.		
Chest hinges and hinge hasps, 65 p.c.		

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $8.40; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.35; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—	
¼ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern. No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 30 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 8 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast, per doz.	6 75
Lift Tubular and Hinge Plain. "	5 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.10; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $5.10; do., 4 knives, $6.25; 9 in. wheel, 3 knives, 12 in. sizes, $6 75; do., 4 knives, $7.25; 10½ in. wheel, 4 knives, 12 in. sizes, $8.50; ball bearing, do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 8 in., per doz	1 95
Lignum Vitae, round, 3 inch, per doz	2 40
Caulking, No. 3, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz.	9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1½—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3¼—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ¾ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb	4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 40½.
"Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

Think What it Means to You!

CLAUSS GOODS have created a demand for themselves.

1. By the large and systematic consumer advertising throughout the North American Continent.

2. By the unconditional guarantee they give with every article of their manufacture. And remember the **CLAUSS SHEAR COMPANY** manufacture the most complete line of cutlery in the world. Write for catalogue and further details.



Cut from Heel to Point Perfectly Nickel-Plated.

Ordinary Bent Trimmers

CLAUSS SHEAR COMPANY, 169 Spadina Ave., Toronto

PIECED WARE.

Discount 40 per cent.
10-qt. flaring can buckets, 40 per cent
8, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pitts, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	10 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Gillette Safety, each		3 75
Clauss Razors and Strops, 50 per cent		
Ever Ready Safety		9 00

ROPE AND TWINE.

Sisal rope	0 09
Pure Manilla rope	0 10½
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Sisal bed cord, 48 feet, per doz.	0 85
" " 60 feet, "	0 80
" " 72 feet, "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine per lb.	0 35 0 45
Staging "	0 27 0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 3½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 feet, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	3 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	3 20
Solid, 3 to 30 lbs	1 40

SASH CORD.

No. 8, per lb. 0 34½

SAWS.

Atkins Hand and Orcasout, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

SCYTHE SNATHS.

Canadian, 40 per cent

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
" iron, per doz.	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's	per doz. 0 65	1 00
North Bros., No. 30	per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 45 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 60 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 35 per cent

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

TAP SPOUTS.

Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks	60

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co's, 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch, " "	7 50
Nestable, 45 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common, per doz.	1 22
7-inch, "	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p.c.	

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 28
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	22 00
" under 40 lb., "			24 00
200 lb. and over			28 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch points, shoe rivets, 45 and 10; cheese box tacks, trunk tacks, 80 and 20; strawberry box tacks, and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 60
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1831	1 95
" Steel, No. 1340, 50 feet	4 20

TROWELS

Disston's, 10 per cent.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz.	73 75
Square "	77 50
Downwell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, mproved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer 20 per cent.	172 50

WRINGERS

Royal Canadian, 11 in., doz.	46 25
Improved Royal Canadian, 11 in.	48 75
Eze, 10 in., per doz	47 25
Bicycle, 11 inch	58 25
Trojan, 12 inch	101 50
Challenge, 3 year, 11 in	49 75
Ottawa, 3 year, 11 in	56 00
Favorite, 5 year, 1 in 20 per cent.	57 00

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in.	1 00
" " " 36 in.	1 25
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shove handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHER

Canadian, 50 per cent.

INDEX TO ADVERTISERS

Allan Hills Edge Tool 10
American Shearer Co 24
Anthony, M. B 24
Anti Splash Filter Co 24
Armstrong Bros. Tool Co 28
Atkins, E. C., & Co 10
Atlas Mfg. Co 24
Aylmer Pump and Scale Co 69

Barber Asphalt Paving Co 31
Barrett, W. L 24
Barker & Co., D. J 20
Barnett, G. & H. Co ..... outside back cover
Beath, W. D. & Son 12
Belleville Hdw. & Lock Mfg. Co., Ltd. 20
Bemis & Call Hardware and Iron Co 62
Boker, H. & Co 61
Bosse & Banks 24
Bowser, S. F., & Co., Ltd 56
Brandram-Henderson, Ltd 53
Brown-Bogg Co 9
Buffalo Mfg. Co 68
Burrow Stewart & Milne Co., Ltd 19
Butterworth Foundry Co 14

Cameron & Campbell 24
Canada Bolt and Nut Co 12
Canada Cement Co 21
Canada Foundry Co 62
Canada Glue Co 6
Canada Metal Co 25 28
Canada Paint Co 54
Canada Screw Co 76
Canada Steel Goods Co 8
Canada Wire Goods Mfg. Co 62
Canadian Copper Co 49
Canadian Ferrosteel Co 21
Canadian Heating & Ventilating Co 13
Canadian Sales & Mfg. Co 25
Canadian Hart Wheels 24
Caverhill, Learmont & Co 5
Chadeloid Chemical Co 60
Chicago Spring Butt Co 1
Christy Safety Razor Co., Ltd 2
Clare Bros. & Co 18
Clare, Little & Co 24
Clauss Shear Co 73
Collette Mfg. Co 25
Collins Mfg. Co 24
Connor, J. H., & Son 61
Copp, W. J., Sons & Co 47
Covert Mfg. Co 25

Cowan & Britton 66
Cummer Dowswell, Ltd 64

Davidson, Thos., Mfg. Co 8
Directory of Manufacturers 24 25
Disston, Henry, & Son 9
Dominion Cartridge Co 32
Dominion Wire Mfg. Co 26
Dorken Bros ..... outside front cover, 65
Dougall Varnish Co 56

Ford Auger Bit Co 62
Frothingham & Workman, Ltd 4

Gibb, Alexander 24
Gilbertson, W., & Co 23
Gipe Carrier Co 63
Glidden Varnish Co 58
Goodhue & Co., Ltd., J. L 62
Gourack Ropework Co 24
Gravel, Ludger 55
Greening, B., Wire Co 11
Grove Chemical Co 63
Gurney Fdy. Co., Ltd 16
Gutta Percha & Rubber Mfg. Co ..... outside back cover

Hamilton Cotton Co 23
Harrington & Richardson Arms Co 29
Harris, J. W., Co 22
Hart & Cooley 20
Heinisch, R., Sons Co 71
Hemphill, T. W 24
Hill, Jas., & Co 6
Hohlfield Mfg. Co 27
Howland, H. S., Sons & Co 7
Hoyle, Robson, Barnett & Co 47
Hutton, Jas., & Co 62

International Supply Co 31
Imperial Varnish and Color Co 51
International Varnish Co 56

James & Reid 24
Jardine, A. B., & Co 47
Jones Mfg. Co., Ltd., D. F. The 23
Johnson's, Iver, Arms and Cycle Works 49

Kains, J. M., & Co 24
Kemp Mfg. Co 32
Kerr Engine Co ..... inside back cover

Laidlaw Bale Tie Co 75
Leslie, A. C., & Co 49
Lewis Bros., Ltd 3
Lockerby & McComb 66
London Foundry Co 68
London Rolling Mill Co 49
Lufkin Rule Co ..... inside back cover
Lysaght, John ..... outside front cover

McArthur, Alex., & Co 70
McClary Mfg. Co 15
McDougall, R., Co 13
McFarlane & Douglas, Ltd 66
McGlashan-Clarke Co., Ltd 6
McKinnon Chain Co 65
MacLaren & Co 63

Malleable Iron Range Co 17
Maple City Mfg. Co 1
Martin, L. Co 61
Martin-Senour Co 57
Maxwell, D., & Sons 61
Metal Shingle and Siding Co 26 63
Metallic Roofing Co 2
Millers Falls Co 55
Monitor Mfg. Co 69
Montreal Rolling Mills Co 51
Moore, Benjamin, & Co 57
Morris & Bailey Steel Co 67
Morrison, James, Brass Mfg. Co 28

National Hardware Co 22
Newman, W., & Sons 24
Nicholson File Co 75
Nickel Plate Stove Polish Co 63
North Bros. Mfg. Co 1
Nova Scotia Steel and Coal Co 49

Oakey, John, & Sons 25
Oneida Community ..... inside front cover
Ontario Lantern and Lamp Co 64
Otterville Mfg. Co 62

Parmenter Bullock Co., The 27
Paterson Mfg. Co 72
Pearson, Geo. D. & Co 25
Pease Foundry Co 45
Peterborough Lock Co ..... inside back cover
Pilkington Bros 60
Pink, Thos 67
Pratt & Lambert Inc 59

Queen City Oil Co 19

Ramsay, A., & Son Co 55
Reid, James 24
Robertson Mfg. Co., Ltd., P. L 63
Robertson, Jas., Co., Montreal 67
Rolland Paper Co., The 13
Ross Rifle Co 76
Rush, A. M 11

Samuel, M. & L., Benjamin, & Co 22
Scarfe & Co 60
Seymour, Henry T., Shear Co 23
Sharratt & Newth 25
Shaw, A., & Son 24
Sherwin-Williams Co 47
Simonds Mfg. Co 23
Simonds Canada Saw Co 12
Smart Mfg. Co., Ltd., The James 15
Sonne, Thos., sr 24
Standard Paint and Varnish Co 56
Stanley Rule and Level Co 61
Star Expansion Bolt Co 11
Steel Trough & Machine Co., Ltd 43
Stephens G. F 45
Stevens-Hepner Co ..... outside back cover
Stewart Mfg. Co., Jas., Ltd 20
Still, J. H., Mfg. Co ..... inside back cover

Taylor-Forbes Co ..... outside front cover
Terry, Herbert, & Sons 45
Thompson, B. & S. H ..... outside back cover
Thompson & Gunn 25
Tobin Arms Mfg. Co., Ltd 29
Toronto Plate Glass Importing Co 26
Tuttle & Bailey Mfg. Co 21

Universal Vacuum Cleaner, Ltd 27

Want Ads 30
Warminton, J. N 25
Watson Jack, & Co 63
Western Wire and Nail Co 25
White Mop Wringer Co 6
Whitman & Barnes Mfg. Co 69
Winnipeg Paint and Glass Co., Ltd 47
Woodstock Waggon & Mfg. Co 6
Wright, E. T., & Co 65

CLASSIFIED LIST OF ADVERTISEMENTS

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Anchors, Star Screw
Star Expansion Bolt Co., New York

Babbitt Metal.
Canada Metal Co., Toronto
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co., Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting
J. L. Goodhue & Co., Danville, Que.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal

Bolts---Expansion
Star Expansion Bolt Co., New York

Box Strapping
J. N. Warminton, Montreal

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Bridle Rings---Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N Y
Frothingham & Workman, Ltd., Montreal
Hill, Jas., & Co., Ltd., London, England
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cable Dogs, Sebco
Star Expansion Bolt Co., New York

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chain.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Dowswell Mfg. Co., Hamilton
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines.
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co. Hamilton,
R. McMaster, Vancouver.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,
W. D. Beath & Son, Ltd., Toronto

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto.
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Drills---Brick and Stone
Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

Electric Dry Batteries
Canadian Carbon Co., Toronto

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electric Fixtures.
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engine Supplies, etc.
Kerr Engine Co., Walkerville, Ont.
Penberthy Injector Co, Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills. Montreal
Watson, Jack & Co., Montreal

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Ltd., Montreal

Filters
Anti-Splash Filter Co., Owen Sound,

Firearms and Ammunition.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass
Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes.
Dennis Wire & Iron Co., London

Furnaces.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing
Canada Metal Co., Toronto.
U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Galvanized Iron
John Lysaght, Ltd., Bristol, Newport and Montreal.

Glass
Pilkington Bros., Ltd., Montreal

Glass Cutters
W. L. Barrett, Bristol

Glass Ornamental
Pilkington Bros., Ltd., Montreal
Toronto Plate Glass Importing Co Toronto.
Consolidated Plate Glass Co., Toronto

Glass Wired
Pilkington Bros., Ltd., Montreal

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.

Glue.
The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appley Bridge, Eng

Guns
Harrington & Richardson Arms Co., Worchester, Mass.

Handles.
Still, J. H., Mfg. Co.

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganonoque
Taylor-Forbes Co., Ltd., Guelph, On

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.

Hoop Iron.
Frothingham & Workman, Ltd., Montrea
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Montreal Rolling Mills, Montreal.

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Lamps
Queen City Oil Co., Toronto

Lanterns
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont.
Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Lighting Fixtures
McLaren & Co., Merrickville

Locks, Knobs, Escutcheons, etc
Corbin Cabinet Lock Co., New Britain, Conn.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
United States Steel Products Export Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto, Ont.
Wright, E.T., & Co., Hamilton, Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
Queen City Oil Co., Toronto

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Dennnis Wire & Iron Co., London. Ont.
Canadian Wire Goods Mfg. Co., Hamton

Padlocks
Corbin Cabinet Lock Co., New Britain, Conn.

Pail Clasps
J. N. Warminton, Montreal

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne, Eng.
Canada Paint Co., Montreal.
Dods, P. D. & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co. Toronto.
Pilkington Bros., Ltd., Montreal
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Martin-Senour Co., Montreal

Paris Green
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne.

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Plows.
The Paris Plow Co., Paris, Ont

Portland Cement.
Canada Cement Co., Ltd., Montreal
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Razors.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Registers
The Canadian Ferrosteel Co., Bridgeburg, Ont.
Hart & Cooley Co., New Britain, Conn
Tuttle & Bailey Mfg. Co., Bridgeburg, Ont

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Barber Asphalt Co, Philadelphia
Winnipeg Paint & Glass Co., Winnipeg
United Roofing & Mfg. Co., Philadelphia, Pa.
Lockerby & McComb, Montreal
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Simonds Mfg. Co., Fitchburg Mass.

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton, On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.

Silverware.
McGlashan, Clarke Co., Niagara Falls.

Snaps
Covert Mfg. Co., Troy, N.Y

Sprayers
Cavers Bros., Galt, Ont.
Thos. Davidson Mfg. Co., Montrea
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton
T. Collins Mfg. Co., Toronto

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Export Co., Montreal.

Stencils
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton, Ont.

Stoves, Furnaces
D. J. Barker & Co., Preston, Ont.
Butterwotrth Fdy. Co., Ottawa
Burrow, Stewart & Milne Co, Hamilton
W J Copp, Son & Co, Fort William, Ont
Canadian Heating & Ventilating Co. Owen Sound.
Clare Bros., Preston.
Davidson, Thos., Mfg. Co., Montreal.
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Jas Smart Mfg Co, Ltd. Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock
Queen City Oil Co., Toronto

Tacks.
Montreal Rolling Mills Co., Montreal.
Canada Screw Co, Hamilton
U.S, Steel Products Export Co., Montreal

Tapes.
Lufkin Rule Co., Windsor, Ont
Jas. Chesterman & Co., Sheffield Eng.

Tin Plate.
A. C. Leslie & Co., Montreal

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal

Vacuum Cleaners
Universal Vacuum Cleaner Ltd., Montreal
Onward Mfg. Co., Berlin

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Washing Machines, etc.
J. H. Connor & Son., Ottawa, Ont.
Dowswell Mfg. Co., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Washing Machines—Power
Excello Specialty Co., Berlin, Ont.

Wagons—Children's.
Woodstock Wagon Co., Woodstoc

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Clutch Nails
J. N. Warminton, Montreal

Wire Goods
Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN

Nicholson

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

Don't let your stock get too low—unsatisfied inquiries mean lost customers.
Our specialty is a high-grade line of

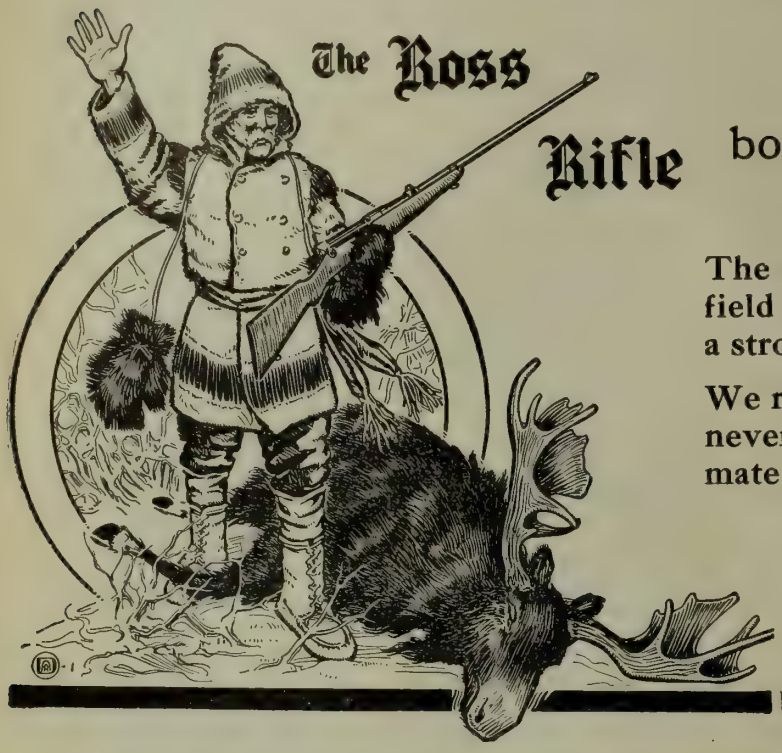
WIRE NAILS

WIRE BALE-TIES. WIRE BARREL HOOPS.
BRIGHT AND ANNEALED WIRE OF ALL KINDS.
Ask your jobber for the Laidlaw line.

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO
Vancouver—George W. Laidlaw
Winnipeg—Harry F. Moulden

YOU NEGLECT YOUR PROFIT

If you have not an assortment of



The Ross Rifle both Sporting and Military Models

The good work on the ranges and in the field which Ross Rifles have done has created a strong and growing demand for them.

We refer inquiries to the nearest dealer and never quote trade discounts except to legitimate dealers.

Write for Catalogue and Discounts

ROSS RIFLE CO.

QUEBEC, P.Q.



Jobbers

When you see this Trade Mark on a Package the contents are the best of their kind. The quality of our

STOVE and TIRE BOLTS; BRIGHT WIRE GOODS

Wood and Machine Screws; Wire Nails; Iron, Brass and Copper Rivets and Burrs; Tacks (all kinds); Staples; Corrugated Fasteners; Sink and Sleigh Shoe Bolts; Wire—Bright Coppered, Tinned, in coils or cut to lengths, etc., is unsurpassed and uniform.

All Jobbers supply our goods

Canada Screw Company, Limited

TORONTO HAMILTON MONTREAL

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE, TESTED & PACKED



THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

Hockey Season's Coming!

So it will pay you to place an early order for hockey sticks. While you are at it, get the best—the good player's favorite—

Still's "Special" Hockey Stick

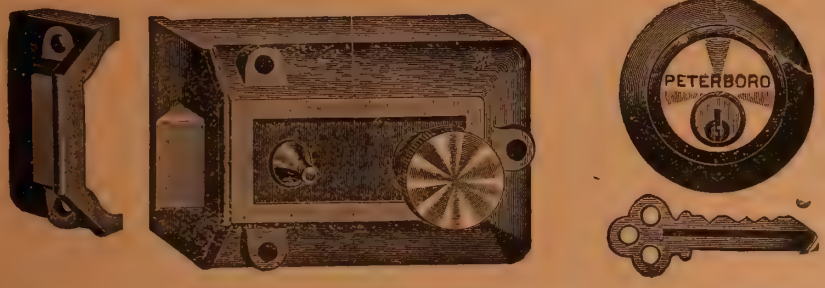
This stick is made of second growth rock elm, exceedingly well seasoned, well balanced and well finished. And the next favorite is ***Still's "EMPIRE"***—a nicely finished, well seasoned stick that is a very brisk seller.

Write for the Price List of Our Complete Line.

J. H. STILL MANUFACTURING CO. Limited

St. Thomas, Ont.

SAFE - WELL-FINISHED - RELIABLE



Cylinder Night Latch, No. 103

These are some of the features of our Rim and Mortise Locks and of our Inside, Front and Store Door Sets which commend them to every hardwareman. They are just the line to handle to influence the profitable Builders' Hardware Trade your way. Get our prices.

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bent Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., of Canada, Ltd.

Windsor, Ont.

London Office and Warehouse—24 and 26 Holborn.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals



Awarded

By JURORS at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Practically Indestructible"

EKERT PROCESS

TRADE RADIUM MARK.

PAT. IN CANADA 1907

VALVE DISCS



For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

"APOLLO"

Galvanized Sheet Steel

We carry a stock in all sizes and gauges and can make immediate shipment.

B. & S. H. Thompson & Co.

LIMITED

MONTREAL



Any Broom bearing the Keystone trade-mark can be relied upon to give satisfaction, and you can place it in the hands of a customer with an assurance that there will be no complaint about its wearing qualities. If, however, you desire to handle the very best that can be produced, select the

"Klondike" and "Jubilee"

Manufactured by

Stevens-Hepner Co., Limited

Port Elgin, Ontario, Canada

MARITIME BOARD OF TRADE NUMBER

HARDWARE AND METAL

VOL. XXII. PUBLICATION OFFICE: TORONTO, AUGUST 27, 1910. NO. 35.



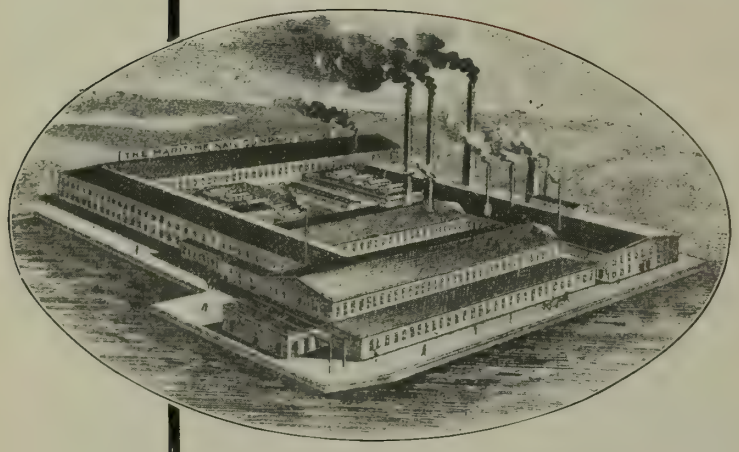
"PEERLESS" HORSE NAILS

Cold Forged

Reinforced Point
Greatest Tensile Strength
Fit the Shoe Crease

Best Driving and Holding Nail Produced

(Special Discounts to the Trade)



Galvanized Nails

A SPECIALTY

Monarch Wire Nails, Wire in Coils and Cut Lengths

WRITE FOR PRICES

MARITIME NAIL COMPANY, LIMITED

ST. JOHN, N.B. - CANADA

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 511 Union Bank Bldg.
New York: Rooms 1109-1111, 160 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, AUGUST 27, 1910 NO. 35

BUTCHERS' KNIVES

JOHN WILSONS

CELEBRATED

"PEPPERCORN AND DIAMOND"

BRAND CUTLERY.

TRADE MARK

BUTCHERS' STEELS

For Sale by all the Leading Wholesale Houses

"Queen's Head"

CANADA

Galvanized Iron

Not yet equalled in quality.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch



A Boon to the Family

The most easily-operated Washer on the market is the

"STEPHENSON" WASHING MACHINE

which saves time and reduces labor.

The machine turns the clothes, distributes the soap, and does the washing. Indispensable to the success of every Hardware business.

Specify Taylor-Forbes Hardware when ordering from your Jobber.

Taylor-Forbes Co., Limited

GUELPH, - : ONTARIO

TAYLOR-FORBES CO., Limited, 246 Craig St. West, MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travellers Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENGLAND



YOU can buy Ironclad Alarms with your Ad printed on *dials* in lots of 24. You can sell them for $1.50.—Your customers will take them *right* into their *homes* and give them a place you couldn't purchase if you tried, paying you a *premium* of at least 50 per cent. for the privilege of reading your Ad *year* after *year.*

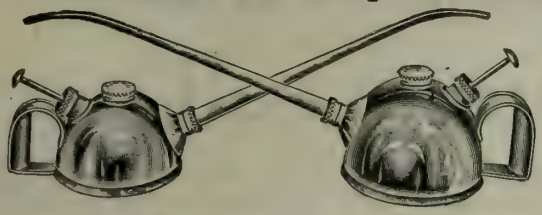
Ironclads ordered now from *your jobber* with your name on dials will be ready for delivery in about *four weeks.* Be sure to send us *correct dial* copy and remember, when you trust your ad to an IRONCLAD, you are taking out *accident insurance,* for it's drop-proof, it's knock-proof and it's fool-proof.

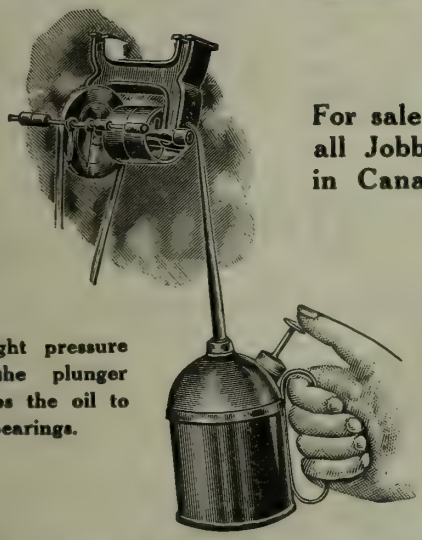
Packed 12 in a box with advertising matter. Dealers' names printed free on dials in lots of 24.
Height 5 inches. Dial 2¾ inches. Weight 2½ lbs. Rings 35 seconds, can be shut off at will.

Send for List of Hardware Jobbers.

The Western Clock Mfg. Co.,
La Salle, Illinois.

Howland's Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

WELL SEASONED — WELL BALANCED — WELL FINISHED

Still's Hockey Sticks

They are made of second growth Rock Elm, and are in demand by every class of player. We specially recommend

Still's Special Hockey Stick

A public favorite that leads all others.

Our brands are:

"**Empire,**" inferior only to our "Special;" and "**Imperial,**" a very good all-round stick. "**Champion**" is a boy's stick.

Send for full particulars.

J.H. STILL MANUFACTURING CO. Limited
St. Thomas, Ont.

"YANKEE" Hand Drill

WITH AUTOMATIC DOUBLE RATCHET

CUT GEARS

ADJUSTABLE BALL BEARINGS



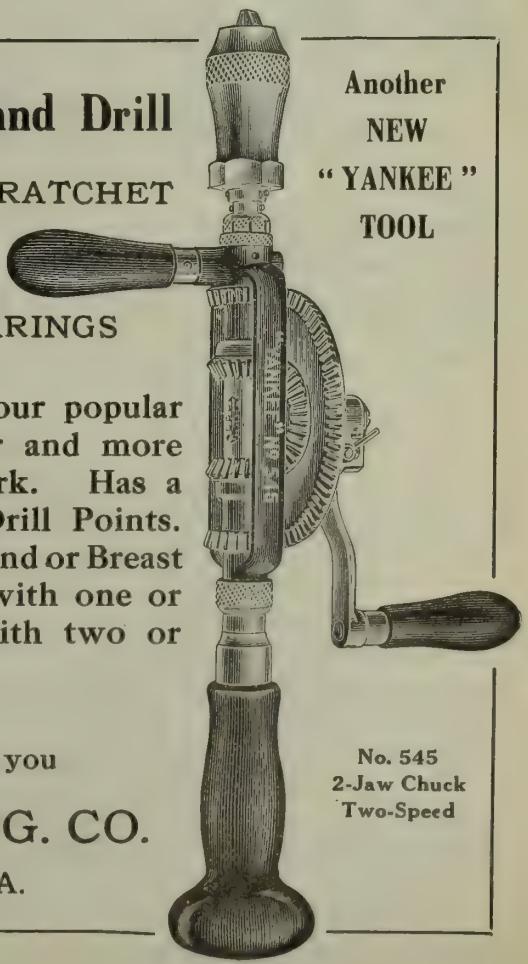
No. 1545
3-Jaw
Chuck
Two-Speed

Has all the advantages of our popular No. 555, but a little smaller and more convenient for general work. Has a magazine ball handle for Drill Points. Can be used as a Hand or Breast Drill. Furnished with one or two speed and with two or three Jaw Chuck.

Ask your Jobber to quote you

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

Another NEW "YANKEE" TOOL

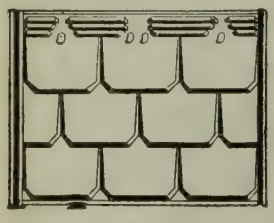


No. 545
2-Jaw Chuck
Two-Speed

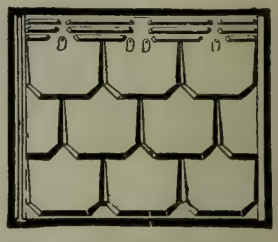


The permanent roofing is the one to sell

You cannot afford to speculate with roofing sales. One faulty, leaky roof may lose your best customers. Sell roofing you **know** will give absolute satisfaction —roofing that will be in perfect condition 25 years from now.



"EASTLAKE" Metallic Shingles



make a **permanent, waterproof** roof. You can guarantee them. **Actual test has proven their quality.** Roofs covered with "Eastlake" 25 years ago are in perfect condition. These goods insure profit and reputation—the **only** goods it pays to handle.

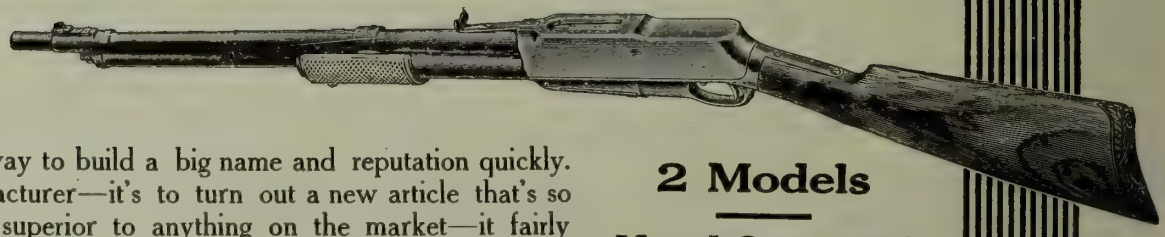
Send us measurements of roofs for complete estimates. Write for illustrated price list No. 4. It will help you make sales.

Manufacturers of "Metallic" Building Materials.

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

2405

A Reputation Maker



There's one way to build a big name and reputation quickly. For a manufacturer—it's to turn out a new article that's so different and superior to anything on the market—it fairly startles the world. For a dealer—it's to be among the first to handle it, and have his name connected with it.

2 Models

Hand-Operated
Gas-Operated

STANDARD RIFLES

GAS-OPERATED HIGH POWER

have built a tremendous reputation for themselves in the one year they've been manufactured. The Standard Gas-Operating Automatic is conceded by rifle experts to be more *powerful, speedy* and *accurate* and to have the *least recoil* of any rifle ever made. The Standard Hand-Operating Rifle is the only *high-power* rifle having trombone action. They are the product of skilled men who have spent their lives in making high-class rifles.

We want you to see our booklet, "Big Game Shooting." It tells you all about Standard Rifles. Extra copies will be sent for distribution on request.



BIG GAME SHOOTING

The following Canadian jobbers carry a stock of "Standard" Rifles and can ship promptly: London—D. H. Howden & Co., Ltd.; Montreal—L. H. Hebert, Lewis Bros., Ltd.; Fredericton, N. B.—K. Chestnut & Sons; Toronto—H.S. Howland, Sons & Co.; Winnipeg—Miller-Morse Hardware Co., Wood, Vallance & Co., J. H. Ashdown Hardware Co., Ltd., Marshall-Wells Co., Ltd., and other Winnipeg jobbers; St. John, N. B.—W. H. Thorne & Co., Ltd.

STANDARD ARMS COMPANY, 119 F Street WILMINGTON, DEL., U.S.A.

T.P. No. 9

WE MAKE FILES
USE FILES
KNOW WHAT THEY SHOULD DO
MAKE THEM SO THEY WILL DO IT

Every file stamped DISSTON is warranted as perfect as a file can be made, and is guaranteed to be made from the best Crucible Steel. Each file is carefully inspected and thoroughly proved before leaving the factory.

WE USE 30,000 DOZEN
DISSTON FILES
ANNUALLY IN OUR WORKS

HENRY DISSTON & SONS
KEYSTONE SAW, TOOL, STEEL AND FILE WORKS
PHILADELPHIA, PA., U.S.A.

LEWIS BROS., Limited

Importers and Distributors

Montreal

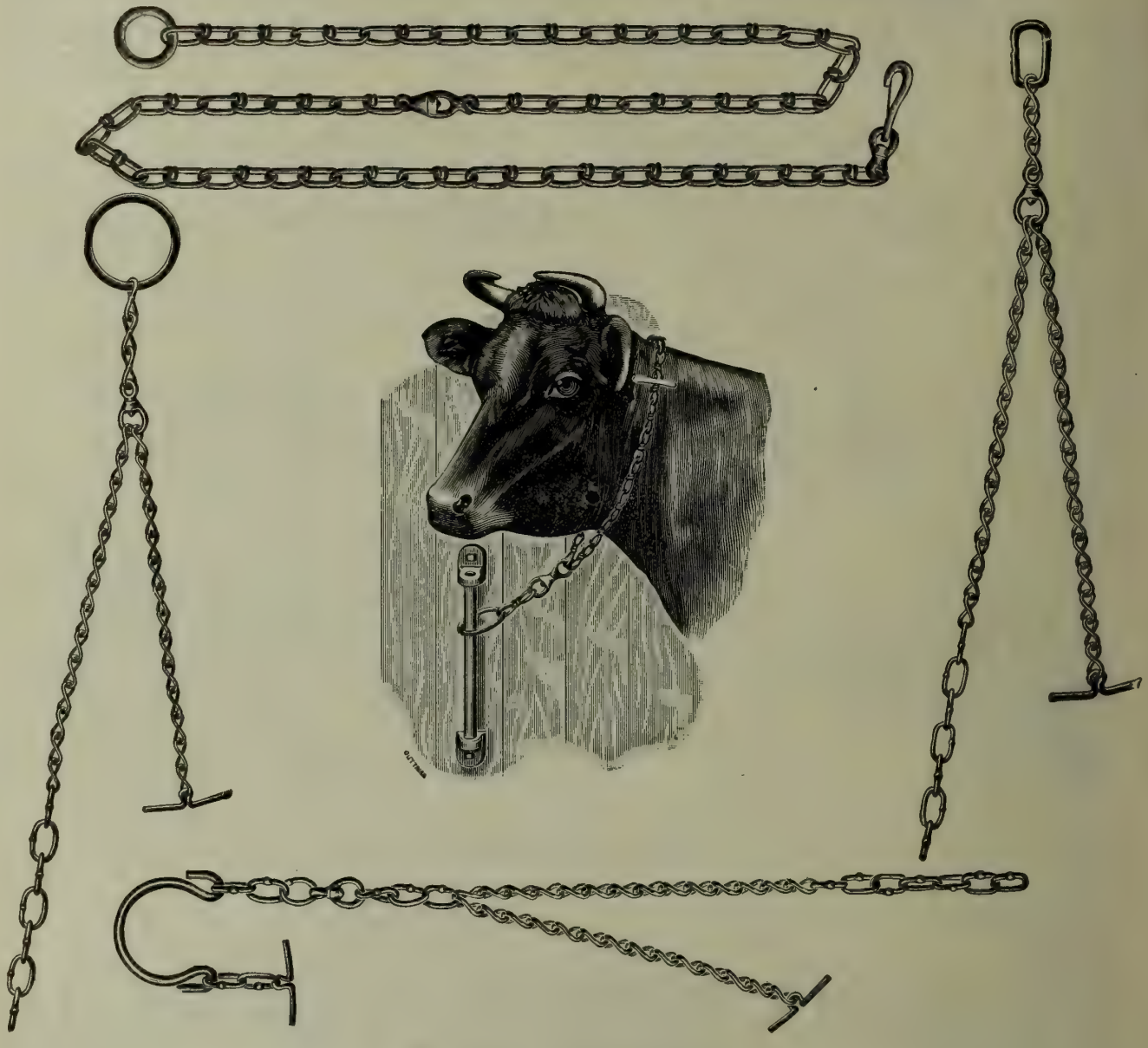
OTTAWA - TORONTO - VANCOUVER

Cattle Fixtures

Is a line that will soon be in season. Now is the time to get after this business, as there is always a great demand for these each Fall. Handle the Cattle Chains that sell themselves, namely

Electric Welded, Greening & English Cattle Chains

Our stock of Cattle Fixtures is complete and if you get our prices you will buy from us.



We Carry the Best Makes

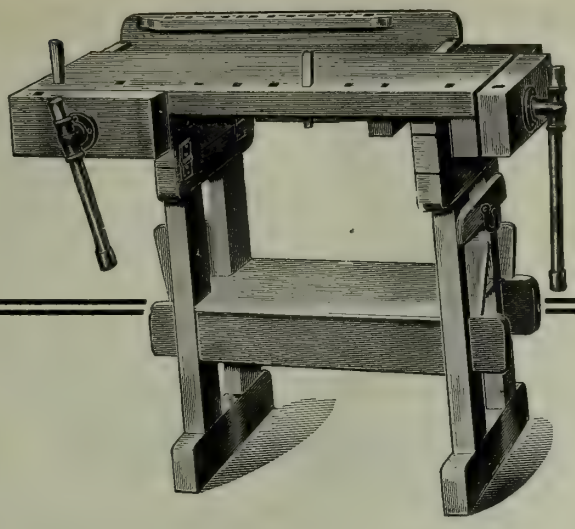
Large Stock **Write for Prices** **We Ship Promptly**

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

SCHOOL DAYS NEAR



WORK BENCHES NEEDED

Our Work Benches are specially made for us, and are the kind adopted by both the Ontario and Quebec Schools.

They are made from birch and maple, put together with mortise and tenons. Each bench is fitted with two vises, one front and one tail, also spring wood bench stops.

DIMENSIONS

38 1-2 inches long, 19 1-4 inches wide
Adjustable to 28 3-4 or 32 inches high

Suitable for Household Bench as well

Equip the schools in your district at a profit.

We have the Sloyd Tools also

Caverhill Learmont & Co

Montreal and Winnipeg

YOU DON'T CARE

PERHAPS

if we ARE getting constant repeat orders on

Brantford All-Around Glue!

BUT

YOU WOULD CARE

if YOU were one of the lucky dealers handling it and making a good steady PROFIT.

Don't read this Ad. and say: "Wonder what they've got?"

Send your jobber or us an order, and find out.

We like to answer inquiries, so send in yours.

Canada Glue Co.
Limited
Brantford, Ontario

Manufacturers of
'The High Grade Glue in the Convenient Package."
IN
The Largest Works
Under the British Flag.



NEW IDEA IN SHOVELS

THE SPLIT HANDLE

Advantages over old style:
1. GREATER STRENGTH
2. LESS WEIGHT
3. MORE ROOM FOR THE HAND

The handle is split at the top to form a D, and is made wider than the ordinary D handle, giving more room for the hand..
The hand piece is rabbited into the side pieces and held together by a rivet passing through them. The rivet at the bottom of the D prevents the handle from splitting downwards.
When ordering, specify Split D handles, as we furnish them on all shovels, spades, etc., without extra cost.

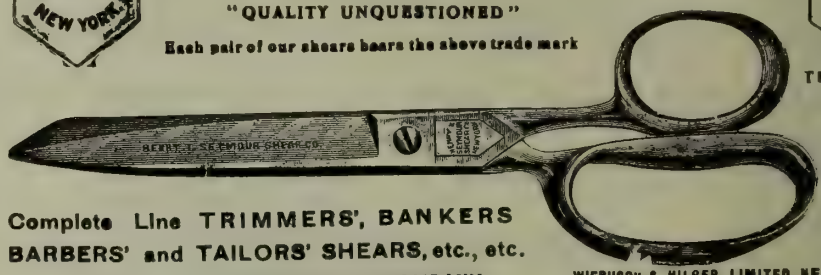
The D. F. Jones Mfg. Co., Limited, - Gananoque, Ontario

SEYMOUR SHEARS

have been the Standard for over seventy years
"QUALITY UNQUESTIONED"
Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK

TRADE MARK



Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS BARBERS' and TAILORS' SHEARS, etc., etc.
HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents



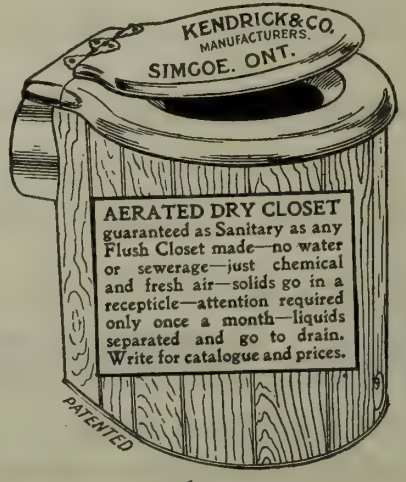
The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters

MADE BY
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Queen City Water White Oil

GIVES PERFECT LIGHT
FOR SALE BY DEALERS EVERYWHERE

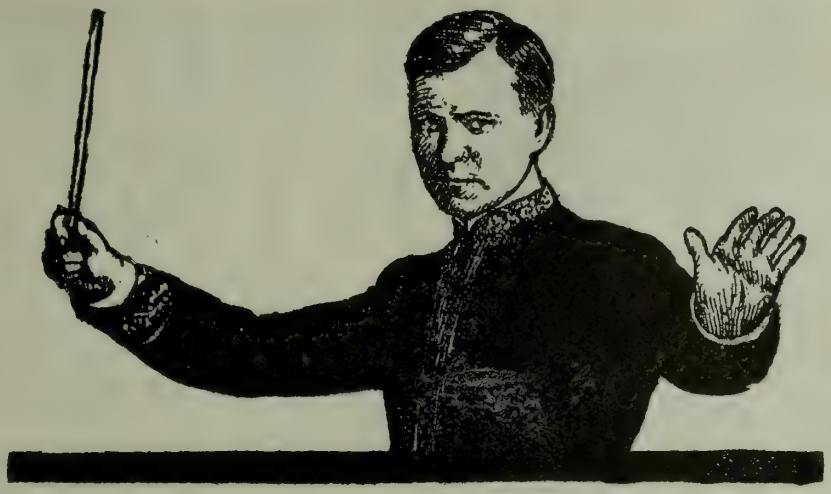


CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.



Toronto Week

Bands will be playing and enthusiasm will be rampant in Toronto next week on account of the Exhibition. It will be a splendid chance for country customers to combine business with pleasure, and we hope to see as many of our friends as can get away. We have a hearty welcome for

Exhibition Visitors

with courteous, obliging service throughout the entire establishment. Dealers will find this Headquarters for the best of everything in Hardware, with a reputation for quality and value unsurpassed by any House in the trade. Come in and see us. We want to know you and have you know us.

H. S. Howland, Sons & Co., Limited

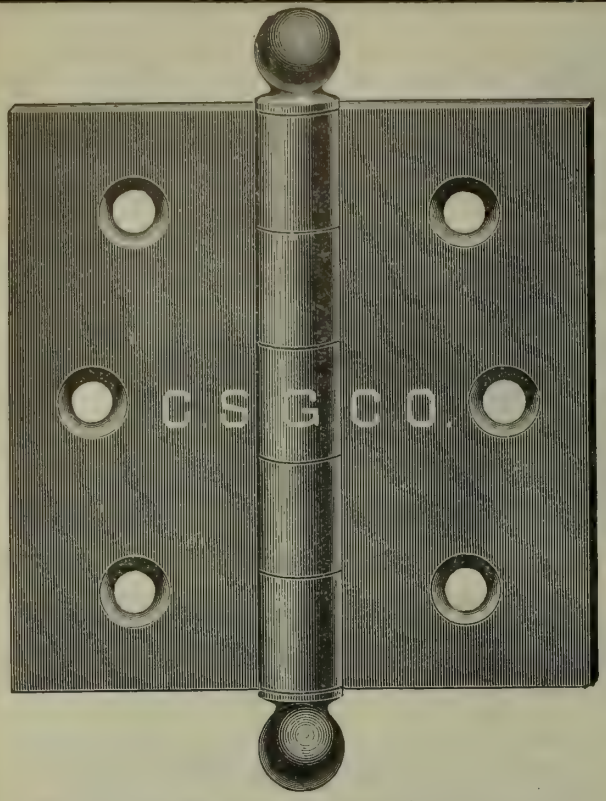
Wholesale Hardware

TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.



BUTT HINGES

A MERCHANT in one of the most progressive towns in Western Ontario writes us (unsolicited) that the carpenters always look to see if the Crescent Brand is on the Butts and if not they won't use any other make.

LIKELY your Butt and Hinge business is not as large as it might be and

Perhaps that is the reason

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA



DAVIDSON'S "Premier Marathon" STEEL RANGE

Burns Coal or Wood

Improved Design and made with
- 18-Gauge Polished Wellsville Steel Body.
- Extra Large and Well-Proportioned Fire Box.
- New Duplex Draft.
- Square, Roomy Oven
- Cast Iron Smoke Flue.
- Exceptionally Heavy Top.
- Ventilated Base.
- Plain, Heavily Nickeled Trimmings.

Can be supplied on feet or base, in four sizes and numerous styles

Write for Booklet with Prices and Illustrations.

The Thos. Davidson Mfg. Co.,
LIMITED

MONTREAL - and - WINNIPEG

DISSTON PROGRESS

1840. Henry Disston made but *few* saws a day.

1850. Made *some* dozens each of various kinds of saws per day.

1860. The Disston Saw Works turned out *hundreds of dozens* of saws per week.

1865. Factory destroyed by fire—rebuilt immediately.

1870. Sales increased to *thousands of dozens* per month. Factory again destroyed by fire and rebuilt.

1880. Mounted up to *tens of thousands of dozens* per month.

1890. Leaped to *hundreds of thousands of dozens* per year.

1900. *Millions* of saws of various patterns were made and *sold*.

1910. Sales still increasing and the demand for Disston brand of saws and tools unprecedented.

THE REASONS: Integrity, persistence, courage, enterprise, knowledge, all united in a constant effort to manufacture and deliver the *best* saws for every purpose which it lies within human power to produce.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works — PHILADELPHIA, PA., U.S.A.

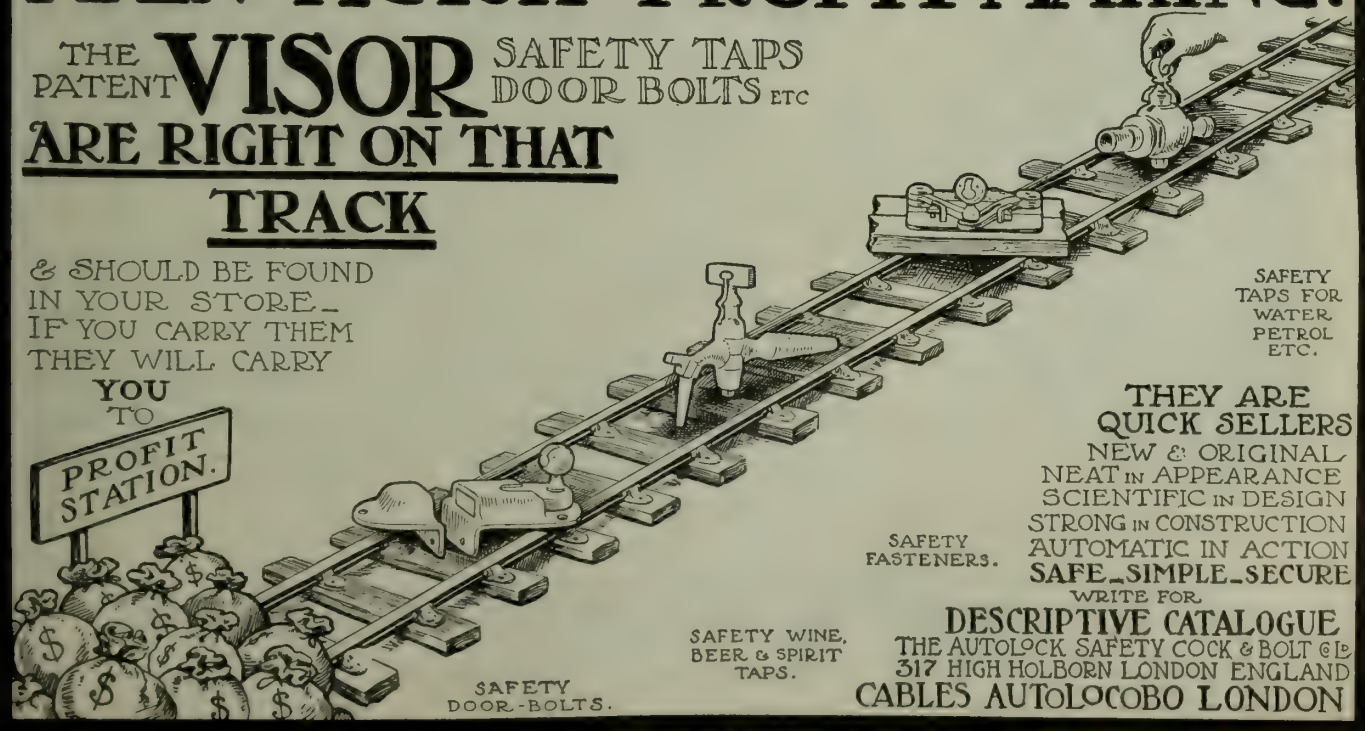
CANADIAN WORKS:
Fraser Avenue
Toronto :: Canada

YOU MUST KEEP ALONG THE MAIN TRACK TO PROFIT-MAKING.

THE PATENT **VISOR** SAFETY TAPS DOOR BOLTS ETC

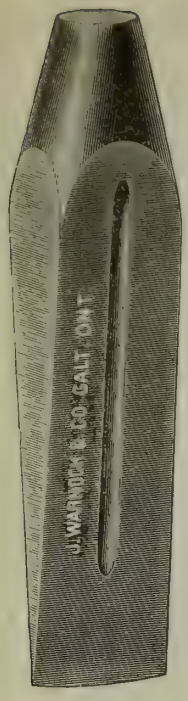
ARE RIGHT ON THAT TRACK

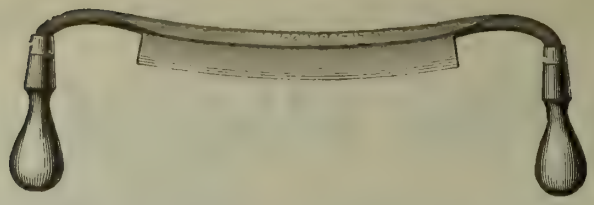
& SHOULD BE FOUND IN YOUR STORE. IF YOU CARRY THEM THEY WILL CARRY YOU TO PROFIT STATION.

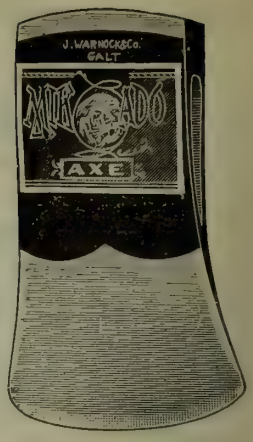


THEY ARE QUICK SELLERS
NEW & ORIGINAL
NEAT IN APPEARANCE
SCIENTIFIC IN DESIGN
STRONG IN CONSTRUCTION
AUTOMATIC IN ACTION
SAFE. SIMPLE. SECURE

WRITE FOR
DESCRIPTIVE CATALOGUE
THE AUTOLOCK SAFETY COCK & BOLT C° LD
317 HIGH HOLBORN LONDON ENGLAND
CABLES AUTOLOCOBO LONDON





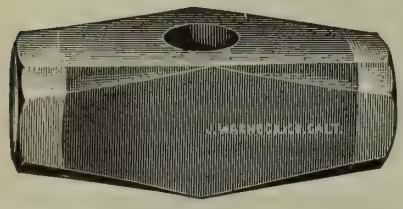


Edge Tools and Hammers Made of Sheffield Steel

By Expert Canadian Workmen

Our Goods give perfect satisfaction.
It pays to stock them.
Sold by all Jobbers.

Allan Hills Edge Tool Co.,
Limited
Galt - Ontario







THE NEW ATKINS CATALOG
NOW READY



You should have this new book on Saws. It contains the very latest information, lists and description, covering Saws, for all purposes.

Send for It To-day

Drop a postal to the address below and we will send the book free of charge. Whether you buy Atkins Sterling Saws or not, you should have the book on your desk Write for it now before you forget it.

E. C. ATKINS & CO., Hamilton, Ontario

United States Factory, Indianapolis, Ind.

The Strongest, Safest and Neatest
CATTLE STANCHIONS ON THE MARKET ARE

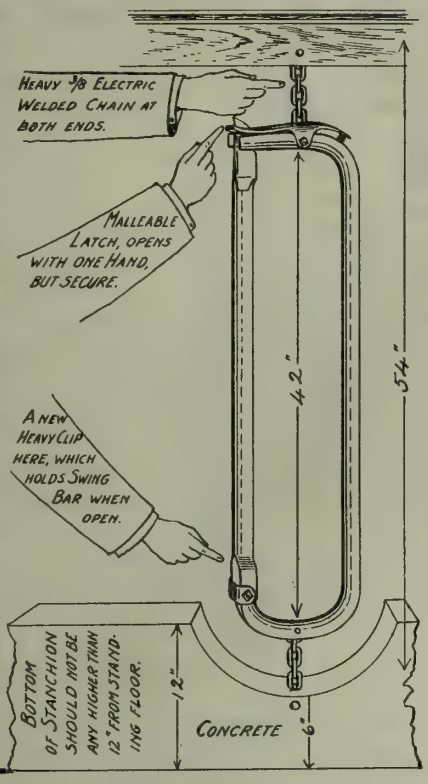
Rush's Cattle Stanchions

An examination of the accompanying cut will show you how easily you can sell Rush's Stanchions to your farmer customers.

Rush's Stanchions give the cattle great freedom of movement, yet hold them securely in the stall. But no movement of the cattle, no matter how violent, can release the latch or damage any part of the stanchion. At the same time the latch can be instantly released by the flick of a finger.

WRITE ME
For Prices, Discounts and Illustrated Circulars.

A. M. RUSH
POWER STREET
PRESTON, - ONT.



JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



VIEW OF BIRMINGHAM WORKS

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

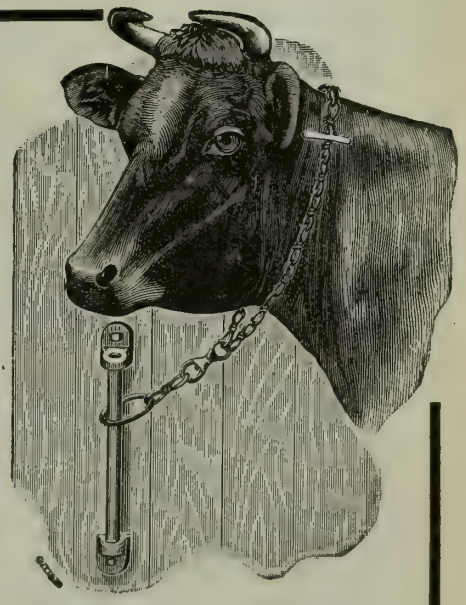
Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

THERE'S NO WEAK SPOT
TO BE FOUND IN

GREENING'S COW TIES



all the parts and fittings being made of proportionate strength.

These Cow Ties are made from the famous Greening Steel Chain, which leads all others in point of lightness, strength and handsome appearance.

You'll find many pointers in your Greening Catalogue for increasing your trade! Study it carefully.

The B. Greening Wire Co., Limited

Hamilton, Ont. **Montreal, Que.**

Bell Brand Horseshoes

TRADE MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited -	BELLEVILLE
Toronto Bolt and Forging Company, Limited - -	SWANSEA, SUNNYSIDE
Gananoque Bolt Company, Limited - - -	GANANOQUE
Brantford Screw Company, Limited - - -	BRANTOFRD

Head Office - - - - TORONTO, ONTARIO

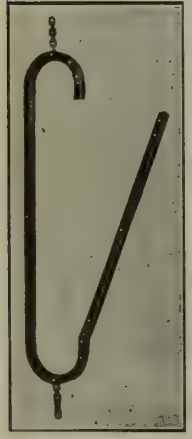
Simonds "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. **Montreal, P.Q., Vancouver, B.C., St. John, N.B.**



Patent Pending
OPEN

Beath's Stanchion Cow Tie

A MARVEL OF SIMPLICITY, STRENGHT and RELIABILITY

Excels in Every Point—Good Appearance—Absolutely Noiseless—No Springs—Sanitary
Made of High Carbon U Bar Steel—Extra Heavy
Hinge and Lock Simple, Easy working and Strong—No trappy mechanism to get out of order

Every farmer building new barns or remodelling their stables should adopt Beath's Stanchion Cow Tie. Used and endorsed by leading stock men everywhere.

There's Money in this Line for the Dealer!

Write for prices and discounts. **W. D. BEATH & SON, Limited** TORONTO Canada

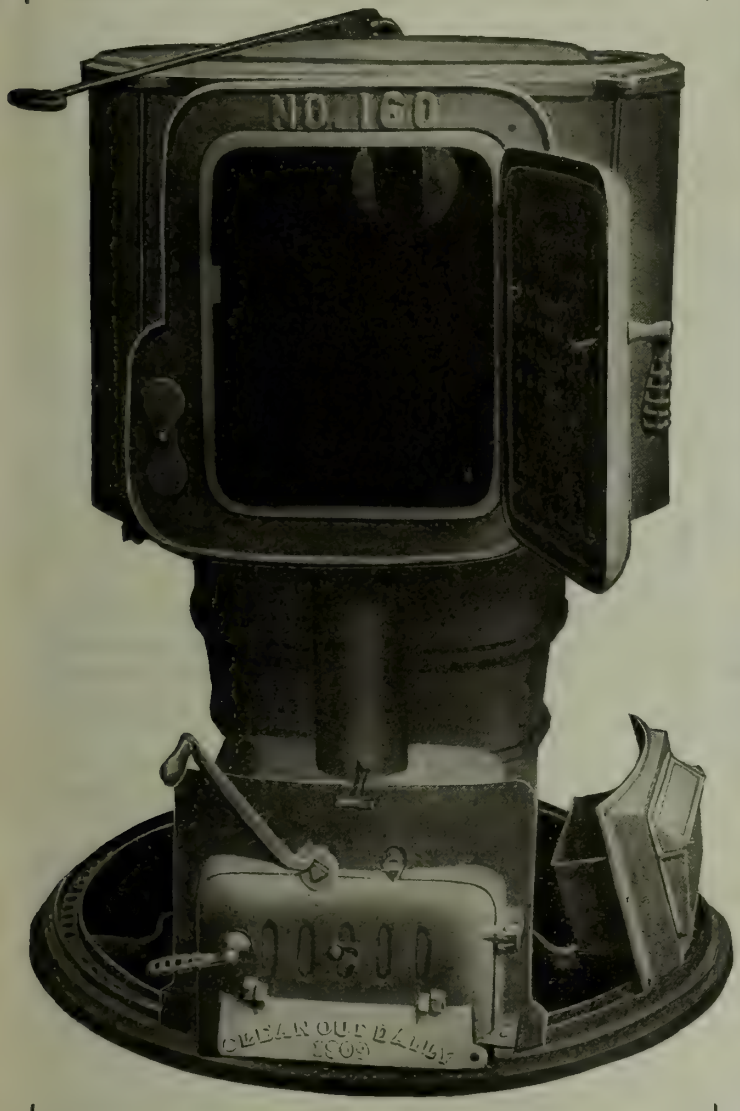


Patent Pending
CLOSED

The Empire King Co. 160

Has all the latest improvements found on our more expensive Furnace, at a lower price

Has Large Feed Door, Sectional Fire Pot, Large Radiator, Triangular Grate Bars (each pair operated separately), Suitable for 4, 5 and 6 Roomed Houses.



Without Casing

Direct Draft Damper, Dust Damper, Large Water Pan. Every one guaranteed. Prices moderate.

Write us direct or any of our Agencies

The Christie Bros. Co., Ltd., 802 College St., Toronto

The Christie Bros. Co., Ltd., Cor. Park and Henry Sts., Winnipeg

M. C. Drew & Son, Vancouver, B.C.

Write for prices to-day

MADE BY

The Canadian Heating and Ventilating Co., Limited

OWEN SOUND, [illegible] : ONTARIO

MADE IN CANADA

CAN YOU AFFORD IT?

To do your work with second grade paper when you can have at hand the best that money can buy.

SUPERFINE LINEN RECORD

SAMPLES ON REQUEST.

THE ROLLAND PAPER COMPANY, LIMITED

HIGH-GRADE PAPER MAKERS

GENERAL OFFICES:
53 St. Sulpice Street
MONTREAL, P.Q.

MILLS AT
ST. Jerome, P.Q.



Mistakes? Oh, yes! We make them, but we try very hard not to make the same mistake twice. You may have been offering your customers another make of pumps and we suggest that you get right by adopting

McDOUGALL PUMPS

which are Standard Pumps, and you will prevent that repetition of mistake.

Our Catalogue Explains.

The R. McDOUGALL CO.

Galt, Canada LIMITED



The "Sunbeam" Oak

meets the demand for an attractive, up-to-date, well-put-up heater

It is made in five sizes and the body is of good uniform color, cold rolled steel. It is supplied with or without nickel top ring.

The "Sunbeam" Oak is a good seller.

One of these placed on your floor will sell itself.

Order now and try it out.

McCLARY'S

London Montreal Toronto Vancouver St. John, N.B.
Winnipeg Hamilton Calgary Saskatoon



STEEL — ASBESTOS — STEEL

That is the way the bodies of Monarch Diamond Planished Steel Ranges are constructed, a three-ply wall that is the most lasting construction known. The oven of the

MONARCH DIAMOND Planished Steel Ranges

HIGH GRADE THE DIAMOND RIGHT LINE PRICE

is made of one piece of heavy steel, closely riveted to the body. It is very large and roomy, with a bottom as level as a sheet of glass, bolted to a cast frame so that it cannot warp, and the fire reaches it on five sides. You can safely recommend the Monarch Diamond as a perfect baker. The main bottom of the range is lined with asbestos, which prevents heat from being wasted and cold drafts from affecting the oven. Many other exclusive features fully described in our illustrated catalog.

WRITE FOR A COPY TO-DAY.

Butterworth Foundry

LIMITED

OTTAWA, - ONTARIO

"GOOD CHEER"

Stoves and Furnaces at the Canadian National Exhibition

Toronto, August 27th to September 10th



You are invited to call and examine our display in Stove Building (NORTH AISLE.)

A full line of our Good Cheer Circle Waterpan Furnaces is being shown, and this will be your opportunity to see for yourself that we have the real article in the heating line.

We welcome you—so make yourself known.

The James Stewart Mfg. Co., Limited, Woodstock, Ont.

Western Branch:—156 Lombard Street, Winnipeg, Man.

DISTRIBUTING AGENCIES:—McLennan, McFeely & Co., Vancouver, B.C. **Wood, Vallance Hardware Co., Nelson B.C.** **Ross Bros., Limited Edmonton, Alta.**

The Best Baker in Canada

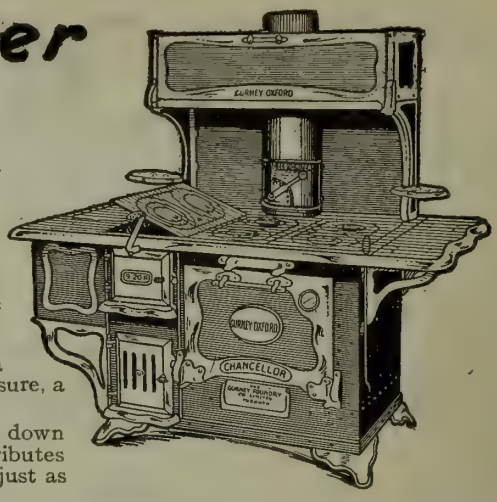


A good oven is the housekeeper's delight. A poor one is the despair of her life. That's why we want to tell you about this Chancellor.

A special divided flue makes the oven a **perfect** baker. There is not a range in the country can beat it.

Baking day instead of being a trial and a disappointment is a pleasure, a satisfaction.

Come in the store when you're down town and let us explain to you just how this flue distributes the heat evenly over the whole oven. Bakes in front just as well as back—under crust as well as upper.



The GURNEY OXFORD STEEL TOP

means a marked saving in fuel, and better baking results. The Chancellor not only does its work **better** but **at less cost** than other ranges.

We can demonstrate to you the whole superior Chancellor principle of **economy** and **efficiency** in ten minutes.

Isn't it worth that much of your time right now ?

The Chancellor is made for either coal or wood. Other **Gurney-Oxford** designs of every sort, for every purpose and all kinds of fuel, on display on our floor. **Special demonstration now.**

GURNEY-OXFORD

GURNEY-OXFORD

THIS is one of the advertisements that is now running over the signature of a great number of our customers. How would you like your name in the mortise? Drop a card NOW for our advertising proposition.

The Gurney Foundry Co., Limited

TORONTO

Monarch
MALLEABLE
The "Stay Satisfactory" Range

A Perfect Range Would Be Built With Malleable Iron

By using Malleable Iron in preference to cast iron in building MONARCH Ranges, we have obtained two advantages. First:—The toughness of the metal permits a construction that gives a better service to the user. Second:—The same feature prevents breakage in shipping and in use. Malleable iron is unbreakable and can be worked cold under the hammer—that's how we can make such a firm construction.

The Malleable Iron frames on the MONARCH are jointed to the steel body with rivets or malleable lugs. This connection is solid and permanent. If we used cast iron it would be necessary to make the joints with stove bolts and caulk them with stove putty, which at best makes only a temporary connection. With the constant expansion and contraction of the iron, the stove putty loosens and falls out, thereby creating air leaks into the flues, which lessens the efficiency of the range.

The MONARCH oven is held in L-shaped Malleable Iron frames. With this riveted construction the joints of the oven to the steel body are practically air-tight and so rigid that they cannot open up, even after years of service. It is impossible for "air leaks" through joints like these.

The top frame being of Malleable Iron, is drawn down into the top of the steel body under pressure and riveted into place. There is no stove putty used in this joint—it is tight without it.

By making the plates and covers of Malleable Iron they will not crack or break, even when made of less thickness than those of cast iron. Nor will they warp with even three times the service that would ordinarily ruin cast iron.

All doors and door frames are of Malleable Iron. We use Malleable Iron in the MONARCH Range only where it will increase its actual value to the dealer and to the user of the Range.

How We Are Specialists

Instead of making all varieties of cook stoves, cast and steel ranges of different patterns, heating stoves and furnaces, our entire organization and equipment is employed wholly in making MONARCH Malleable Ranges.

There is but one quality, and as the operations in making all sizes of MONARCH Ranges are identical, every workman becomes an expert in the line of work he performs. By this specializing we can give you the MONARCH Range at practically the same price that you pay for a cast iron range that might be classed as a first-quality-article in its line.

A proper retail price can be maintained on MONARCH Ranges, for our specializing is to your advantage when you show how the range is made and why Malleable Iron is used.

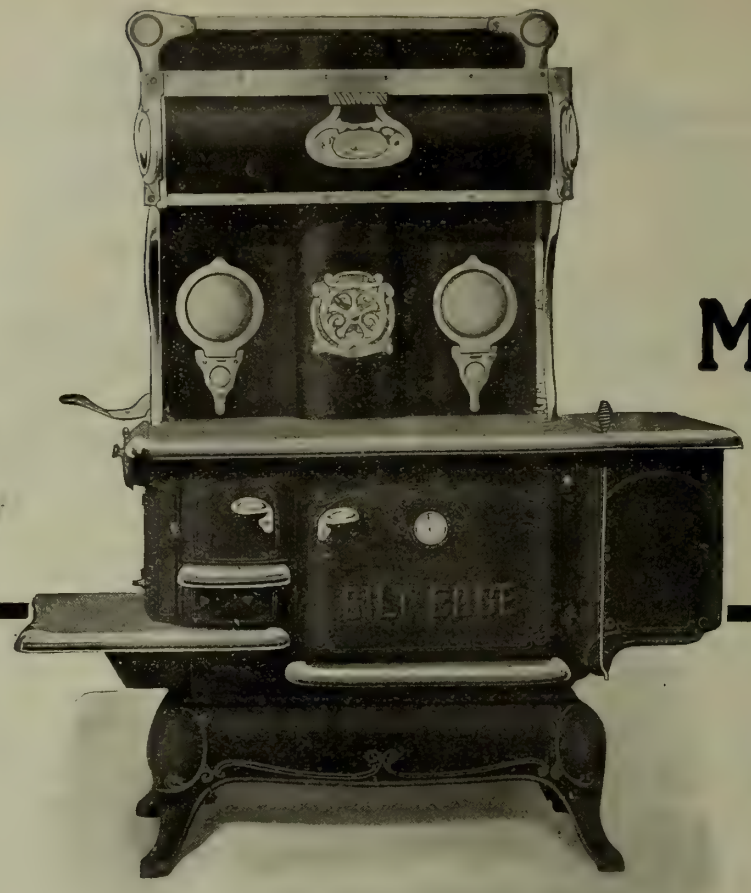
"Our Plan"

We offer you an assistance in selling MONARCH Ranges by working directly with your customers. Not by simply mailing a few disconnected circular letters to a promiscuous list, but by a good application of salesmanship on parties who have given some indications of being in the market for a range, thus making sales you otherwise would not get. We originated this plan of assistance several years ago. It has been copied by other manufacturers, but never successfully, for it can apply only to MONARCH Ranges—a line of one quality throughout—from which our selling arguments are taken.

We have plenty of evidence to support every claim set forth here and we ask any dealer who will concede that there is a possibility for his trade in ranges to be improved, to write us for our catalogue, prices and full information regarding "OUR PLAN" of assistance.
MONARCH Ranges are now delivered from warehouse stock at Winnipeg with prices quoted F.O.B. that point.

MALLEABLE IRON RANGE CO.
Beaver Dam, Wisconsin

A High Grade Range



At A Moderate Price

ELEGANT **SIMPLICITY**

To meet your demand for a moderately-priced range that is at once economical, reliable and durable, no range will prove such a profitable or popular seller as the

GILT EDGE RANGE

with Reservoir and High Closet

The "Gilt Edge" is a very effective and handsome range, is entirely without the deep carving so difficult to keep clean, and carries a combination of polished nickel and steel surfaces which give it a very smart appearance.

Every improvement which makes for practical utility has been introduced into this range, the large and well-proportioned Fire Box being fitted with the quickly-removable Peninsular Duplex Grates.

Send for new Catalogue fully describing our splendid range of Stoves, Furnaces and Ranges.

Clare Bros. & Co., Limited

PRESTON, ONT. **WINNIPEG, MAN.**

AGENTS:

CLARE & BROCKEST, Limited
Winnipeg and Calgary

J. M. KAINS & CO.
Vancouver

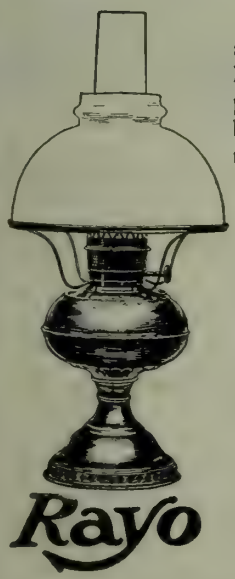
RACE & HUNT
Edmonton

MECHANICS' SUPPLY CO.
Quebec

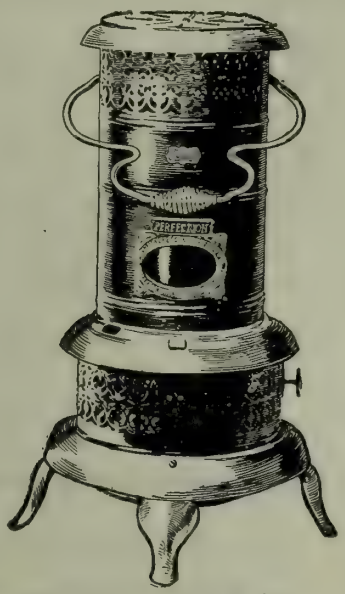
The Most Extensively Advertised Oil Consuming Devices on the Market

They are the best that inventive ingenuity and manufacturing skill can produce. No time or expense has been spared in embodying in them every possible improvement.

THEY ATTRACT TRADE THEY SELL THEMSELVES



The Rayo Lamp is a well-constructed, handsome, center-draft lamp of unusual light-producing power. Made of brass and beautifully nickeled. An ornament anywhere.



Perfection Smokeless Oil Heater

The Perfection Smokeless Oil Heater is acknowledged to be the only oil heater that really is perfection. It is an easy seller. Does all that is claimed for it and always satisfies the purchaser.



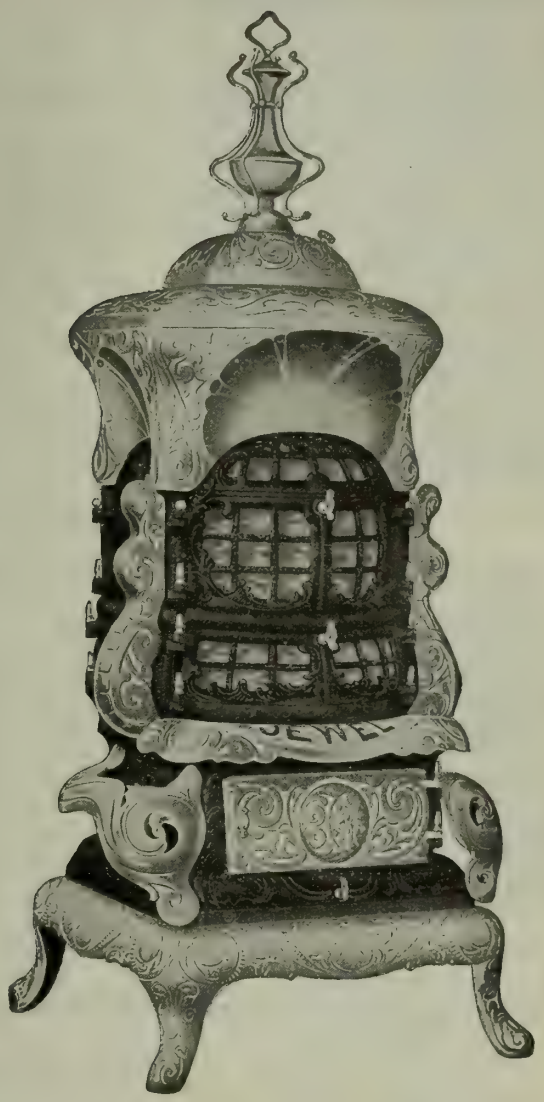
New Perfection
WICK BLUE FLAME
Oil Cook-stove

TheNew Perfection Wick Blue Flame Oil Cook Stove is the best device for cooking that is made. Smokeless, odorless, convenient, attractive.

You do not have to hammer at your customers in order to induce them to buy. Our long and extensive advertising campaign has caused the New Pe-fection Wick Blue Flame Oil Cook Stove, the Perfection Oil Heater and the Rayo Lamp to be recognized as standard fixtures of the well-appointed home.

If your jobber does not handle these goods, write for descriptive circulars and prices to

The
Queen City Oil Company, Ltd.
TORONTO



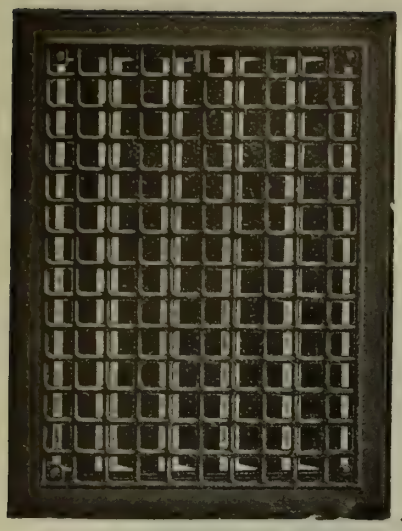
Jewel Stoves and Ranges
Jewel Heating Stoves

This is the time dealers are placing their orders for Heating Stoves. The Fall rush will soon be on, when everybody will want stoves.

The Ideal Jewel shown here is probably the handsomest Heating Stove made in Canada. It is a Self-Feeding Base Burner and Double Heater that works perfectly and gives a great amount of heat with a small consumption of fuel.

We manufacture Heating Stoves of all kinds for Hard or Soft Coal or Wood. Some of them are the Modern Jewel, Acme Jewel, Quebec Jewel, Standard Jewel, Grand Jewel and Jewel Oak, for coal. Also the Jewel Triple Heater, Little Giant, Sunlight and Hickory Box, for wood.

The Burrow, Stewart & Milne Co.
LIMITED
HAMILTON, ONT.



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed. Non-breakable. Largest Air Space. Low Prices.

Get our Catalogue.

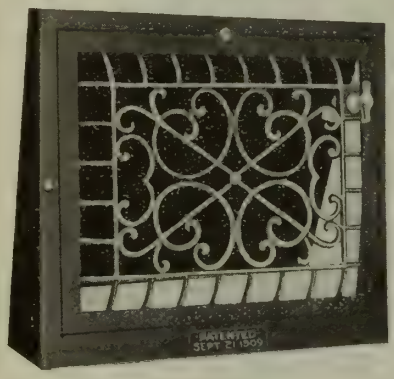
The HART & COLLEY CO.

Factories:
NEW BRITAIN, CONN.

Selling Agents:
GURNEY FOUNDRY CO.

Montreal, Toronto, Winnipeg, Vancouver and Calgary





"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

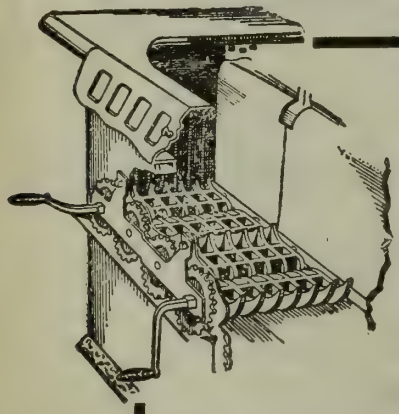
Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



The Range With the Irresistible Selling Point!

Every range is only just as good as its Grate, and the

"Champion" Range

recommends itself because of the "Champion" Grate! This grate, with the cross-wise, non-warping bars, operates in two sections, and gives better combustion than any other grate, because it is more open, and more easily shaken and cleared.

Ask for Catalog and full particulars.

D. J. BARKER & CO. - Picton, Ont.

Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at

Montreal, Que. Hull, Que.
Marlbank, Ont. Belleville, Ont.
Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

Head Office:

Montreal

Sales Offices:

Montreal - - Toronto
Winnipeg - - Calgary



Exhibit the GILLETTE at Your Fall Fair

Probably you are arranging for space at your local exhibition and planning a display of your best lines.

Put up something new this year—a **GILLETTE** Booth !

We'll send you a duplicate of the "**GILLETTE** Depot" Sign you have on your store, to put on the front of the booth. No one who gets inside the Exhibition Building will miss it. Back it up with plenty of **GILLETTE** cards and hangers (we'll send you all you want, if you haven't them already). Give the "Begin Early—Shave Yourself" poster a prominent place.

Then with the handsome Pocket Editions and Standard Sets, in their different styles and splendid workmanship and finish, with plated blade-boxes and blades skillfully arranged, you can work up a display that, for snappy attractiveness, will put anything else on the grounds in the shade.

Put your brightest salesman in charge, thoroughly posted on **GILLETTE** advantages, ready to explain anything and everything.

You'll easily do more than enough business right on the grounds to pay for your trouble. But much more important is the fact that the novelty and attractiveness of your exhibit will give you one of the best bits of advertising throughout the country round that you ever got in your life.

Write us about the plan, or talk it over with our representative when he calls. We'll gladly give you suggestions for striking displays, and supply display material.

Don't wait till a week before fair time—get busy now.



Gillette Safety Razor Company of Canada, Limited

Office and Factory—
63 St. Alexander St., Montreal

METALS

Iron and Steel

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

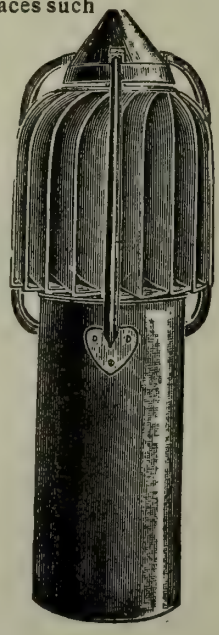
That Stuffy Room

is more deadly than disease itself. Bad air is the curse of crowded living. In all public places such as asylums, clubs, big offices, schools and theatres, PURE AIR CAN BE OBTAINED ONLY BY OUR SYSTEM OF VENTILATION.

It has stood the tests of scientific experts.

It is in use in the finest buildings in Canada.

Its price is reasonable and its benefits lasting.



SHAW & MASON
Hardware Manufacturers

Sydney, Dec. 6th, 1905

Dear Sirs:—

Replying to yours of November 28th, we have purchased a number of **"J. W. Harris Rotary Ventilators"** during the last few years, and in every case they have proved satisfactory.

Yours truly,
Shaw & Mason.

Ask for booklet re J. W. Harris and Zephyr Ventilators, also booklet on Filter, etc.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

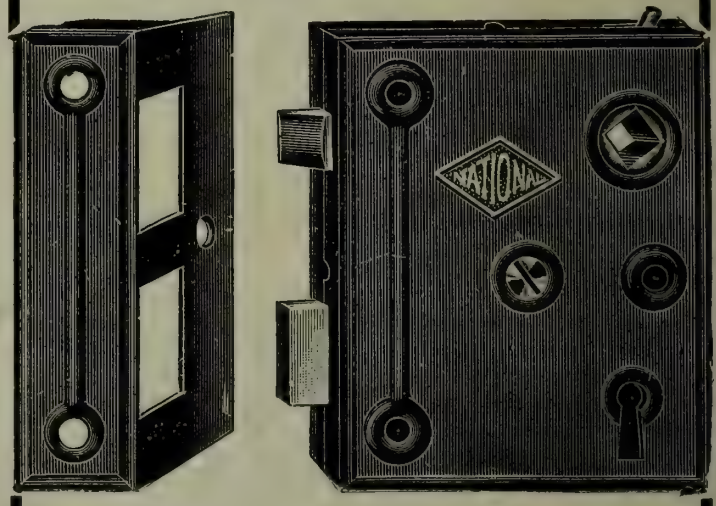
Montreal

OUR BEST BUILDERS USE ONLY

Steel Rim Locks

and the strongest, safest and most durable Steel Rim Locks are

NATIONAL BRAND



Order from your jobber

NATIONAL HARDWARE CO., Limited

ORILLIA ONTARIO CANADA

IF YOU REQUIRE

Galvanized Sheets

of quality, specify:---

GILBERTSON'S

COMET

BRAND

They have quality and price in their favor.

Sole Canadian Sales Agent:

ALEXANDER GIBB,

13 St. John St. *MONTREAL*

SIMONDS



There is no saw made that has a more complete guarantee of quality than the SIMONDS. Every Dealer and Jobber should have our Catalogue and discounts.

Simonds Mfg. Co.

FITCHBURG, - MASS.

Branches throughout the United States and Canada.



THE WHITE MOP WRINGER COMPANY

offers the **Largest Line of Mop Wringers** in the **World.** Latest improvements. Up-to-date.

Satisfaction Guaranteed

The Best Mop Wringer

Why? Because easiest to operate, wrings driest, and is the most durable on the market. Adapted to sheet iron or wooden pails. Free display rack. Liberal discounts. Write to-day for catalogue

MADE IN CANADA

WHITE MOP WRINGER CO.

Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively





This Trade Mark Insures Genuineness Originality Perfection Satisfaction

---

JUST THE THING FOR THE SUMMER HOME



Neat

—

Compact

—

All Meta

—

Sanitary

—

Ventilated

—

In every situation where connection with a drainage system is impossible, the

DAISY

Indoor Sanitary Earth Closet

fills a long-felt want.

Being made entirely of metal, except the seat, no odours can permeate it, and it is easily set up.

A line every hardware man should push.

PRICE $10.00

LIBERAL DISCOUNT TO THE TRADE.

The Toronto Furnace and Crematory Co., Limited

72 King St. East, - Toronto



A Splendid Line for Fall Trade

Your customers can save dollars on repairs to stoves and furnaces by using

STERNE'S STOVE PUTTY

Odorless, never cracks, makes light joints, bakes hard, never crumbles.

Stock and recommend our

ASBESTOS FURNACE CEMENT

It bakes hard as iron, is strictly fireproof and a perfect non-conductor.

Send postal for samples and prices.

G. F. STERNE & SON, - Brantford, Ont.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BUILDERS' SUPPLIES.

Bell Phone 3033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.

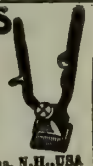
Board of Trade Building

39 St. Paul St., - QUEBEC

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.





SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., USA

Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.

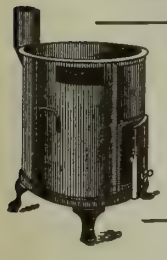


Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

FEED COOKERS



MAKE MORE MONEY

Put in a stock of

FEED COOKERS

We make all sizes

Write

JAMES & REID

PERTH, ONT.

for catalogue and prices.

FILTERS.

Anti-Splash Tap Fitters

The "Galvo" Filter and Water Steriliser "Perfection" Fire Extinguishers

There's good money in them for hardware dealers.

Write for Prices.

The Anti-Splash Filter Co.

OWEN SOUND - - ONTARIO

FLOOR SPRINGS.

The Best Door Closer is

Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS

Hospital St. - - - - - Birmingham

GLASS CUTTERS.



Barrett's Standard Glass Cutters

in 22 different styles.

Order from your jobber or write direct.

W. L. Barrett, Mfr., Bristol, Conn.

HARDWARE SPECIALTIES.

HARDWARE SPECIALTIES

WE LEAD, ALL OTHERS FOLLOW. Manufacturers of Sprayers of all kinds, Asbestos Stove Pipe Thimbles, Heating Drums, Heating Stoves, Ash Sifters, Sifter Shovels, Nestable Stove Pipe, Gas Ovens, Steam Cookers, Gas Hot Plates, Toasters, Mats, Horse Singers, Safety Candle Lanterns, Kitchen and Wire Goods of all kinds. Quality is remembered a long time after price is forgotten.

THE COLLINS MFG. CO. - TORONTO

HORSE COVERS.

Birkmyre's Waterproof Horse Covers

SOLE MANUFACTURERS

The Gourock Ropework Export Co,, Limited

(of Scotland)

Montreal 28-30 St. Peter St.

Winnipeg; 132-134 Portage Ave, East

MANUFACTURERS' AGENTS.

CLARE, LITTLE & CO.

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY

SASKATOON, WESTERN CANADA

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker, 18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

THOS. SONNE, SR.

Manufacturer of

Awnings, Tents, Sails, and Flags of all Nations, Waggon Covers, Horse Covers, Inside Spring Roller Shades, Coal Bags, all kinds of Tents on Hire, Tarpaulins and Oil-Skin Clothing, Hoist Ropes fitted up at shortest notice.

193 Commissioners Street

Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

J. M. KAINS & CO.

MANUFACTURERS' AGENT

88 Pender Street W., VANCOUVER, B.C.

Open to represent a first-class Hardware Specialty. Highest References.

MANUFACTURERS' AGENTS.

T. W. HEMPHILL & CO.

Manufacturers' Agents

Building Supplies and Building Hardware

831 Powell St. VANCOUVER, B.C.

Correspondence Solicited. Highest References

We have competent Salesmen.
Best Facilities for Distributing and Storing

M. B. ANTHONY & CO.

MANUFACTURERS' AGENTS

503 Mercantile Bldg. VANCOUVER, B.C.

Correspondence solicited.

RIVETS AND STEEL PRODUCTS.

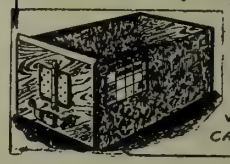
The PARMENTER BULLOCH CO., Ltd.

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL Toronto

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO., NEW HAVEN

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention this paper.

SOLDER

METALS

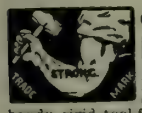
We are Manufacturers. Large Stock. Prices Right.
We will be pleased to quote you.
Our New Phone No. Main 7930
THE CANADA METAL CO., LIMITED
TORONTO, ONT.

STRAPPING HOOP IRON.

J. N. WARMINTON
207 St. James St., Montreal
Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

TOOLS.



OUR OFF-SET
TOOL HOLDERS



Have extra large head, cutter and screw. A handy, rigid tool for Lathe or Planer. All sizes—Right and Left Hand.
Write for Catalog.
ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave.
CHICAGO U. S. A.

VENTILATORS.



Ventilators and Chimney Cowls
My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

LOCATING IN THE WEST.

Hardwaremen in Eastern Canada, who are thinking of locating in one of the many new towns in Western Canada, and who desire further information can address queries in concise form to the Editor of Hardware and Metal.

The MacLean Publishing Co. maintains an office in Winnipeg, and is in a position to assist intending merchants by giving answers to questions which may ordinarily arise regarding the location of a business in one of the Western Provinces.

When writing advertisers kindly mention having seen the advertisement in this paper.

THOMPSON & GUNN

Manufacturers of the famous "ALASKA" and "BONANZA" Steel Ranges, can now supply the Alberta and British Columbia trade from their Vancouver stock.

These ranges are made in six different styles and have every modern improvement. They give satisfaction to the customer and are profitable to the dealer.

Write for catalogue to our office at
937 Westminster Avenue
VANCOUVER, B. C.

The A. & J. Egg Beater, Cream Whip and Mayonnaise Mixer



Practically automatic. Operated with short up-and-down stroke with one hand only. Hardwood handle, finished with baked enamel fibre finish. Steel wire wings. Wings make six revolutions to each downward stroke of handle. A. & J. No. 1. Made exceptionally fine, packed one dozen each in handsome display cartons; two to five gross packed in each case. Write for prices.



Collette Mfg. Co.
COLLINGWOOD, Ontario.



5

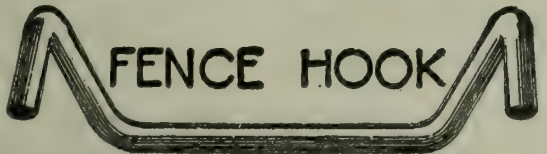
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont

The Toronto Plate Glass Importing Co., Limited
(HILL & RUTHERFORD, Managing Directors)
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS
Works: Don Speedway, also Victoria St., - - - TORONTO

ZINC ORNAMENTS

An extensive range to select from. Special designs made to order on short notice.

Every little while we make new additions to our already extensive range of zinc ornaments. This class of work is a specialty with us and we have originated many exceptionally handsome ornaments for use in connection with outside cornices, pilasters, capitals, pediments and other purposes. We have unsurpassed facilities for doing special work on short notice. When figuring on a contract calling for zinc ornaments it will pay you to consult us for suggestions.

METAL SHINGLE AND SIDING CO., Limited

Branch Office and Factory, Montreal, P.Q. **PRESTON, ONTARIO**

Our Goods are carried in stock at the following centres: St. John, N.B., Emerson & Fisher; Quebec, J. A. Bernard; Toronto, G. P. Breckon & Co.; Winnigeg, Clare & Brockest; Calgary, Ellis & Grogan; Vancouver, Wm. N. O'Neil & Co.

THE STEEL COMPANY OF CANADA, Limited

DOMINION WIRE MANUFACTURING CO.—BRANCH

BRANCH OFFICE:
MONTREAL

WORKS:
LACHINE

Iron and Steel Wire
ALL KINDS—ALL SIZES

Wire Bale Ties
CUT TO ANY DESIRED LENGTH WITH LOOP ON ONE END

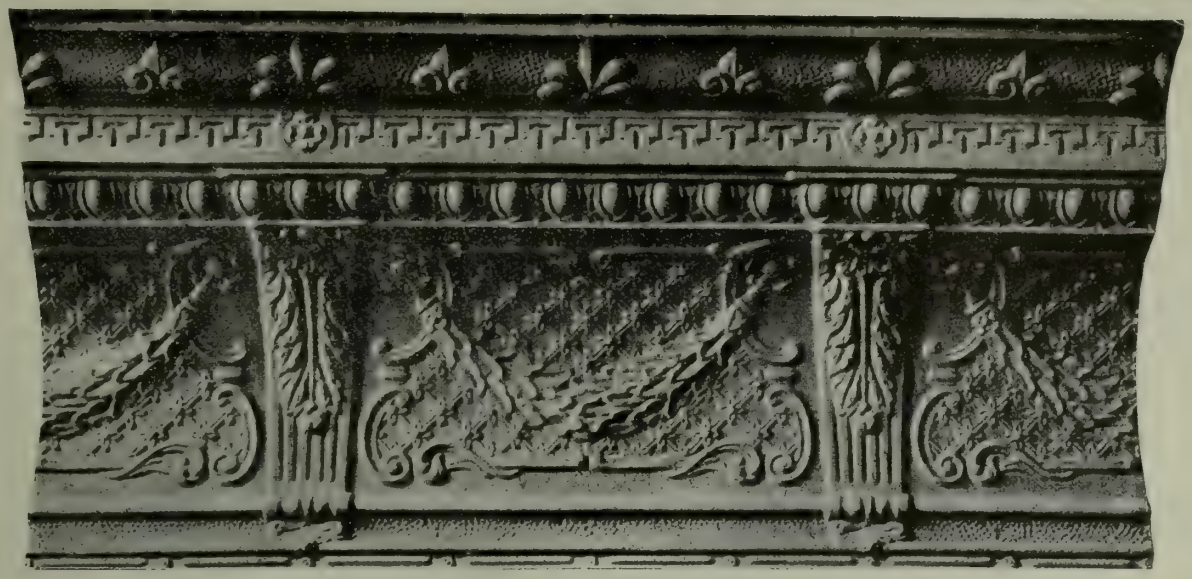
Brass and Copper Wire
FOR MECHANICAL AND ELECTRICAL PURPOSES

Dominion Field Fence
FOR FARM AND RAILROAD USE

Wood Screws
IRON AND BRASS—FLAT, ROUND AND OVAL HEADS

BRIGHT WIRE GOODS - JACK CHAIN - COTTER PINS
WIRE COAT and HAT HOOKS - WIRE BARREL HOOPS
STRAND GUY WIRE - GALVANIZED CLOTHES LINE WIRE

WE HAVE EXCELLENT FACILITIES FOR HANDLING CARLOAD SHIPMENTS.
SEND US YOUR ORDER FOR A MIXED OR STRAIGHT CARLOAD.



"Galt" Metal Ceiling

"Lead and Steel Die Process."

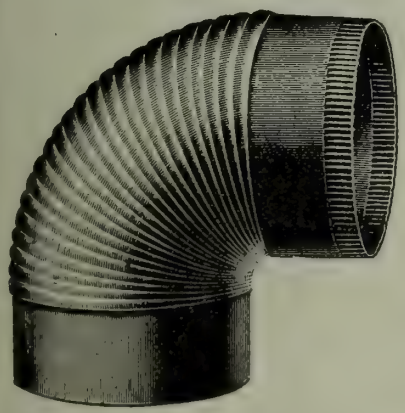
Notice the sharp, clear-cut embossing of this new Colonial-Empire Cornice of ours. It's an example of how carefully and faithfully the detail in our ceilings is brought out.

By our "Lead and Steel Die Process," a lead upper-die in which the pattern is kept sharp and fresh by frequent renewing, is used with a hardened-steel lower-die in which the design is moulded and beads are cut.

"Galt" Metal Ceiling contains no cracks or other defect caused by worn or warped dies. A clean, sharp impression in a good steel plate. Costs no more than old-fashioned stuff. Why not try it on your next job? Catalog "A-3" sent upon request.

The Galt Art Metal Co., Ltd., Galt, Ont.

Seasonable Specials



McClary Elbows

Round, One-piece, Riveted Seams

Inches -	5	6	7	8
Dark, doz.	$2.19	$2.19,	$2.45	$3.64
Bright -	2.25	2.45	2.73	4.00
Galvanized -		4.00	4.36	5.82
Tin - -		2.91	3.18	4.36



Coal Hods

Round Funnel, 17-inch

Style -	Plain Black	Gold Striped	Galvanized
Nos. -	3	30	300
Per dozen	$5.70	$6.00	$8.00

We show several other styles in Catalogue

McClary's

London Toronto Vancouver St. John, N.B.
Montreal Winnipeg Hamilton Calgary Saskatoon

COMMUNITY SILVER

THE SHERATON

our latest design in Community Silver, is a masterpiece of artistic designing. Simple but exquisitely beautiful in outline and ornamentation, it rivals Sterling Silver in distinction, and harmonizes perfectly with the richest of table settings.

Ready for delivery August 15th.

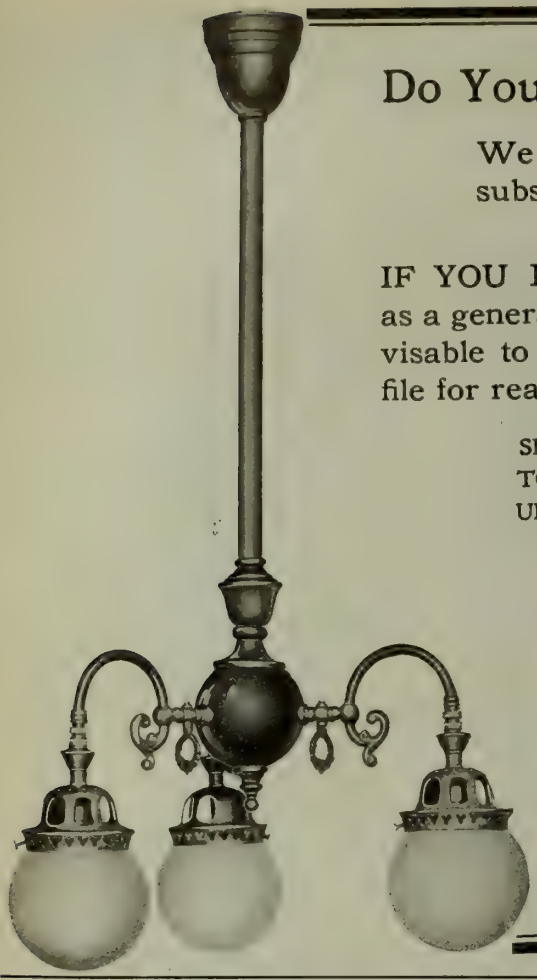
Ask your Jobber.

ONEIDA COMMUNITY, LTD.

COMMUNITY SILVER



SHERATON DESIGN

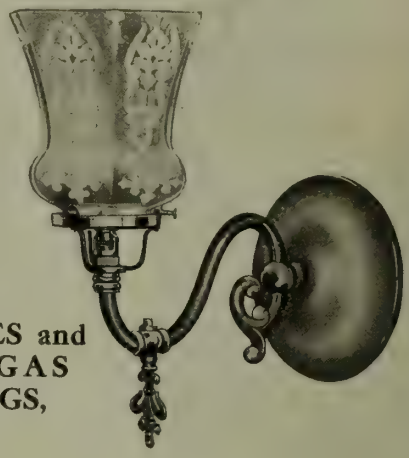


Do You Handle GAS FIXTURES?

We make these goods in a large variety of designs, substantial in construction, attractive in finish.

IF YOU DON'T handle fixtures as a general line it would be advisable to have our catalogue on file for ready reference.

SHALL BE PLEASED TO MAIL YOU COPY UPON REQUEST.



GAS GLOBES, SHADES and GAS SUNDRIES, GAS PIPE, PIPE FITTINGS, TOOLS, etc.

THE

JAMES MORRISON BRASS MFG. CO.

LIMITED

93-97 Adelaide Street West, TORONTO

OPPORTUNITIES

Be sure that the investment you wish to make is sound. Our series of articles upon the various forms of securities as investments and how to judge them is especially valuable to you. Read the article on "Real Estate as an Investment" in the August 27th issue.

You are often in doubt as to choice of investments and would benefit by independent and reliable advice. If you deal in stocks, bonds, Western farm lands, mortgages or real estate, etc., you will find The Financial Post of Canada of value.

Sample copy free on request.

Address:

THE FINANCIAL POST

Montreal Toronto Winnipeg

The Goods That Have Made Good Because They are Well Made.



Exhibit at the Ontario Retail Hardware Association Convention held in London, 1910.

Write for latest Price List. Just issued.

Factory and Head Office, - - ST. MARYS, ONT.

Branches: Montreal and Winnipeg.

United States Steel Products Export Co.

MONTREAL

STEEL WIRE

IN ALL GRADES

QUALITY

OF ANY KIND

This is the only inducement we have to offer for your enquiries, and if that forms part of your requirements, we should be pleased to quote you on any of our products, condensed list of which we give below.

Car Wheels — Forged and Rolled

Springs — Fine or Heavy

Wire Rope — All Kinds

Structural Steel — Beams, Channels, Tees, Angles, Zees, Etc.

Electrical Cables — Standard or Special Specifications

Nails and Tacks — For Any Purpose

Wire Rods — Open Hearth or Bessemer

Rails — Standard or Special

Concrete Reinforcement — All Sized Meshes

Bars and Spring Steel — As Desired

Shafting — Any Shape

Tempered Wires — For Any Purpose

Rail Bonds — For Electrical Railways

Plates and Sheets — For Any Requirements

Hoops or Bands — Flared or Otherwise

Flat Wire — Special Hard or Soft

Forgings — Axles and Specials

Spring Wires — Any Kind

Splice Bars and Fish Plates — To Any Specifications

Switches and Frogs

And Other Special Work

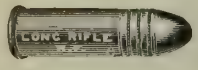
SEND US YOUR ENQUIRIES

22 Calibre Ammunition that Sells Well



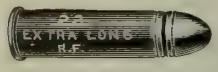












DOMINION 22's

are sold in all countries, and are popular to small boy and expert alike, because of the quality.



The retailer ties up less money and makes more profit in handling Dominion Ammunition.



The Sportsman is satisfied with quality and price and tells his friends where he bought.















Dominion Cartridge Company, Limited

Ammunition Manufacturers, - - MONTREAL, CANADA

Kemp Manufacturing Company

extend a cordial invitation to all their friends and customers attending the Canadian National Exhibition to call at their office and samples rooms, corner of Gerrard and River Streets.

N.B.-- **Parliament Street Cars from the Depot, or from corner of Queen and Yonge, bring you to the door.**

Kemp Manufacturing Co.

Cor. Gerrard and River Sts., - Toronto, Canada

The Kemp Manufacturing and Metal Co., Limited
111 Lombard St., Winnipeg, Man.

The Kemp Manufacturing Co. of Montreal
39 St. Antoine St., Montreal, Que.

Maritime Questions Before East's Business Men

Chatham, N.B., the Scene of the 16th Annual Convention of the Maritime Board of Trade—The Big Problems Affecting the Provinces Down by the Sea are Discussed—Resolutions Passed and Rejected—Members Very Optimistic Regarding the Future—Moncton, N.B., to be Meeting Place in 1911.

Staff Correspondence.

Chatham, N.B., Aug. 25.—For the sixteenth time in its history, the Maritime Board of Trade met in annual session on August 17 and 18. Chatham, the place of meeting, was in gala dress, and the well-equipped town hall served as a splendid meeting place. Not only was the gathering notable for its representative delegates from all parts, but the platform was graced by Lieutenant-Governor Tweedie; Dr. J. M. Robertson, chairman of the Royal Commission on Technical Education (who attended at the special request of President Snowball); R. A. Snowball, mayor of Chatham; W. S. Loggie, M.P. for the County of Northumberland; H. Logan, ex-M. P., Amherst; E. N. Rhodes, M.P. for Cumberland, of Rhodes, Curry, Ltd., Amherst, and others, including aldermen and ex-presidents of the Maritime Board.

President Snowball called the meeting to order at 10 o'clock, but the Lieut.-Governor was not present, owing to some important official engagement. He came after 11 o'clock, when he delivered an address of welcome. An ovation was given Mr. Tweedie. He extended the freedom of the City of Chatham. The people of the district were famed for hospitality, and he hoped they would be pleased with their visit. He noted the programme showed a formidable list of subjects of great interest to the country. He complained of the express service, which was on the list of subjects. No attention was paid to delivery in Chatham, and poor service was the rule.

Opposed the Tunnel.

Re the tunnel to the Island, he was quite opposed to it. He thought its possibility was in the far distant future. Large warehouses at points of transit would be his remedy. He was hopeful of having direct communication with the Island from Chatham.

As for immigration, he thought they were all of one opinion. The call for immigrants to the west could not be well checked just now. It would be changed in time, just as the tide of the river changed. He believed young men would return from the west. Many of our industries in the east were almost at a standstill. The Maritime Provinces were not taking advantage of their own resources. In the matter of grazing and butter producing, New Brunswick had not taken advantage of her best interests. He hoped they would deal with the questions energetically and intelligently, and also that Chatham would do herself proud in entertainment. (Applause).

Mayor R. A. Snowball then delivered an address of welcome. He emphasized the honor done the town, and pointed out why it offered them every possible help to enjoy their stay. He was greatly applauded.

Changes Wrought by Time.

W. S. Loggie, M.P., extended further welcome. As a former president of the Maritime Board, he accentuated the changes in the personnel of the delegates. Only one of the old delegates was noticed who was at the meeting when last they met in Chatham. He referred to the iron ores so near them; to the excellent improvement in dock accommodation, and the general improvement in shipping. He believed the time was fast coming when there would be a reaction on the rush to the west. The potent protector of the Maritime Provinces was Jack Frost. They were fortunate in having open ports the year round. That was the strongest attraction of trade for the east. The time would come, he believed, when all British goods imported into Canada would come through the Maritime Provinces.

He praised the Chatham harbor. He said he did not believe there was a better harbor in the world. They were having the Miramichi dredged and would soon have a shipping waterway second only to the St. Lawrence. He again welcomed the delegates, and wished for a profitable meeting.

L. D. MacLachlan, vice-president of the Chatham Board of Trade, added his welcome to that extentded by others. Mr. MacLachlan made a brief speech, which was much appreciated.

Address of the President.

The president then delivered his address, which was received with great applause.

"Gentlemen of the Maritime Board of Trade,—I take this opportunity of thanking you for the honor conferred upon me in making me the president of this important organization. I ask your assistance in making this a most successful gathering. We are the parliament of the Maritime Provinces, true, without the power of making enactments, but yet we can discuss together matters of general interest to our provinces by the sea, and use our influence to have our views so impressed on the Parliaments that they will be embodied in their legislation. The time is fast coming, with the rapid growth of the west, when we must act together for our mutual good if we want to maintain our influence in the affairs of our Dominion.

"Since we last met we have lost by death our genial and much-beloved secretary, Chas. M. Creed. While he had reached a ripe old age, yet he was young in spirit, and we all enjoyed his happy ways. He was interested in our work, and nothing appeared too much trouble for him to make our gatherings successful.

Appeal for Harder Work.

"The Maritime Provinces are awakening. We can see evidences of this all around us. The people have become dissatisfied with the past and with the easy-going methods and lethargy that has prevailed. Gentlemen of the Maritime Board, help the spirit that is animating our provinces, and strangle and kill the one that is pessimistis and ready to decry our eastern heritage.

"We have a grand portion of the Dominion; one that has rendered in many cases too easy returns from her forest, fisheries, mines and farms. The surface has been used for prompt, ready return, and the waste that has been permitted because of inexperience, thoughtlessness and indifference to the future has been phenomenal. But still these provinces hold good things for us that may be used for our benefit and handed on to generations yet unborn, if handled with prudence, forethought and consideration.

"Look at the waste of our forest by careless clearing as the anxious settler removed his great enemy, the trees. The ravages of fire, not realized at the time, and not capable of estimation to-day—the indifferent methods of logging, and the waste of the log after it reached the sawmill. All these are being slowly stopped. We must stop waste to make any enterprise pay to-day, and the lumberman of to-day is learning the lesson.

A Plea for Economy.

"We must have the closest possible manufacture of our natural product of wood done within our country, whether it touches the sawmills, rossing mills, or pulp mills. The people of these provinces should have, and should insist on having, the greatest benefit from this resource, whether from Government-owned or from granted lands. The greatest good to the greatest number and ever increase that number, should be our cry.

"Waste of by-products at mills should be stopped and turned into a source of revenue and employment, whether is be slab edgings and saw dust, or uncooked pulp, chips or acid. And the rossing of wood for export to keep industries in foreign countries going should be prohibited.

"On the farm waste has been going on to such an extent that everywhere we

see deserted farms and dilapidated farm buildings. The stability and prosperity of our country is dependent on the farming industry. We are glad to see what is being done to educate this important portion of our population to the dignity of their calling, as well as in improved methods to coax from Mother Earth her most bountiful yield. We, in the town centres, will prosper as we are surrounded by healthy, contented, prosperous tillers of the soil. We were told by Professor Robertson, at the conservation commission meeting that Quebec's shipment of 1,000 tons of hay, returning to that province about $14,000, took more of the elements of fertility out of this country than did the $50,000,000 of butter shipped from Denmark. The difference in return is enormous and is certainly worth considering as how it may be remedied.

Eulogy for the Farmer.

"Encourage anything that will promote farming, as we need the farmer. We have in every county of these provinces abandoned farms—not always deserted because they have run out, but by the spirit of some years ago when the young people went to the States and the older ones dying off left the places to grow up; their children not being accustomed now to farm life prefer to leave them as they are. It would be well if the Dominion Government could be urged to send some responsible parties through the provinces to take note of these and get information about the owners, and then devote some of the energy and money they have been expending on the west in getting a good class of farm settlers for the east. We have our advantages in nearness to Britain, in easily-reached home markets, in schools, churches and neighbors that would appeal to some who might not care for the solitude of the western provinces. Too much attention has been given the west, and our turn should now have arrived.

Heritage of the Water.

"Then we have our fisheries—so important to these provinces. Are we getting all we should from this heritage of river, and lake, and sea? Can we improve our methods and enforce our laws and enact new laws that will preserve to us our salmon, lobster, codfish, mackerel, smelt and other fish in steady supply, rather than a diminishing quality and quantity?

"Our coal, iron and other mines should be conserved to our people, and the export of ore from our provinces should be stopped, so that industries asking iron and steel and using these products may grow up in our midst. This should be possible where coal, iron and lime are all available. Large preparations, which we hope to show you before you leave, are now being made on this river to ship ore from the Drummond mines, in Gloucester County, to the United States, Germany and England. This will not give much employment to our people, and only a small revenue to our province. They may require to do this for a year or two to test the ore fully and to get some return for the heavy investment made, but this should not be permitted to continue many years.

"The Transcontinental coming down through our provinces and reaching out through new country to Winnipeg and the farther west, will open up new territory for manufactured articles that should be as readily manufactured and supplied by our people as by those of Ontario and Quebec, and we should prepare to capture a fair portion of that trade.

Encourage Small Industries.

"We are pleased to see the activity of the St. John Board of Trade to bring their city to the front and to increase industrial activity in their midst. May their efforts be an inspiration to the rest of the boards. I would suggest to towns in these provinces the encouragement of small industries natural to the place, started, if possible, by local men that know the business, and that will grow naturally, rather than big industries induced by bonuses, grants and exemptions, that often fail and leave the place worse than before. Encourage your own people and you will have more permanent results. Make a point not to over-tax industries and deal leniently with them through your civic control, remembering that they are the nerve tonic of your community, and while a little bitter at times, are a necessary evil for the hearty, vigorous growth of the place.

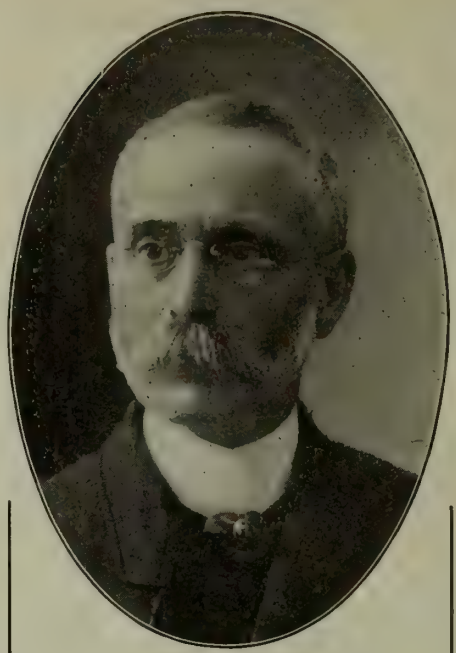
"We have in our provinces people with money who could go into the manufacturing trade that would build up our provinces in population and increase the value of properties, but they selfishly prefer investing in bonds, stocks, lands in the west and get-rich-quick schemes. They should be more loyal to our provinces and start industries here when land value would improve and we would have a boom in the east. Talk to them and show them their duty to their province.

Money to Mail Order Houses.

"Too much money is being sent out of our provinces to the large departmental stores of the western cities. Our people should have it impressed on them that where money is earned it should be spent, as far as possible, if they wish to advance the prosperity of the towns in which they live. We need the merchants, and they need the customers, and only as they help each other can both prosper. The merchant must cater to the wants of the community by keeping what goods are required at reasonable prices, and the community should patronize home merchants if they want good shops. Money kept in circulation in a town does good in that place, but send it away and it helps the other place. We also have too many idle dollars in banks and stockings. Idle dollars and idle men are both useless to the state.

An Insurance Lesson.

"I am sure we all sympathize with the Town of Campbellton in the great disaster that has overtaken that thriv-



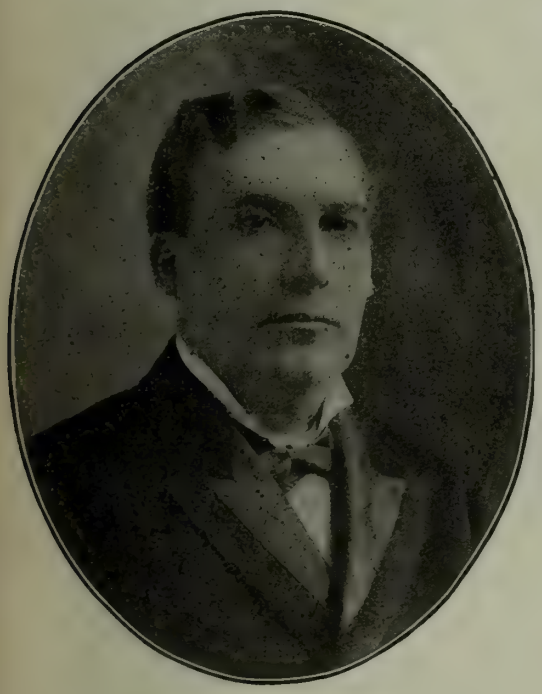
D. F. McLEAN, PORT HOOD, N.S.

Mr. McLean was first vice-president of the Maritime Board in 1910. He gave way to the pressure of Nova Scotia to give the presidency to New Brunswick for another year.

D. F. McLean is a strong character. He is a Highland Scotchman, born, however, at West Bay, Cape Breton, N.S., Dec. 30, 1847. He is over six feet in height, and the heather is written on his face. That he was big enough mentally to give up his chance for the presidency owing to a peculiar exigency was a mark of his strength. The condition of the Board of Trade was such that a certain plan of action had to be adopted which precluded a Nova Scotian from taking the chief office. To this Mr. McLean acceded with good grace. At Port Hood, his place of residence, he is one of the first citizens in every way. He owns and edits a neat weekly paper, called "Greetings"; he sits in the mayor's chair, and he holds the presidency of the Board of Trade. Business versatility and business acumen are his outstanding points. During thirty years of life in the arena of commerce he has dipped successfully into many branches. He calls himself a "general merchant," but the shingle over his office door reminds his fellow citizens of Port Hood that in addition, he can be called upon to discharge the functions of fishery officer, Lloyd's agent, notary public and insurance agent. He is an acknowledged authority on trade down east. No doubt he will be president at some future date.

ing town. Such a catastrophe has never overtaken any other town in our province. We feel for them in their present difficulties and hope that provincial and Dominion aid toward their bonded indebtedness may be forthcoming until they are again in a position to shoulder the responsibility.

"From this calamity we should learn a lesson on insurance. Those who have property owe it to themselves and others dependent on them, as well as the place in which they live, to keep properly insured, and if Campbellton had had reasonable insurance there would not be the privation we see to-day. Merchants should be insured for the protection of those from whom they buy, as well as themselves. I remember one large firm of manufacturing clothiers used to have on their invoices in red, "Are you insured?" and it is a reasonable question



HON. L. J. TWEEDIE,

Lieut.-Governor of New Brunswick, who Entertained the Members at a Banquet on the first night of the Convention.

for them to ask, even although the buyer may be well rated.

"The Intercolonial Railway is being diverted from Nelson to Chatham, to follow a route near the river, and through the Town of Chatham, along the river front. This will open up opportunities for industries along the bank of the Miramichi, giving both rail and water shipment, and this improved facility should prove benefical to both Chatham and the Government railway, by inducing industries to establish here.

Technical Education Coming.

"We have discussed at many of our meetings technical education and the necessity of branches along these lines being established in our schools. We will, therefore, be pleased to note that the Dominion Government has taken the matter in hand and that a commission is now touring our provinces taking evidence, and with such an enthusiastic educationalist as Dr. J. W. Roberston as chairman, we will look for practical results.

"Never lose an opportunity to speak well of your town, your province and your country, and if you can't say anything good—keep quiet.

"I hope our deliberations may be productive of much good to our provinces and that a cordial feeling of friendship may be engendered, that petty rivalry may be eliminated, and all work together for the advancement of the Maritime Provinces of Canada."

Using Our Possessions.

Dr. Robertson was then called upon. He expressed his pleasure at being present. The commissions upon which he was serving were important. The basis of national life was the conservation of what belonged to the people, as a country and individually, on the one side, while technical education on the other side, had a primary mission of helping men to do their work by being educated along practical lines.

The reason for the conservation commission was to take stock of what the country possessed. Our enormous resources were unknown in detail.

This commission was not only to seek what we had, but how we could make best use of those possessions. He illustrated how badly arranged was some of our knowledge. The people should be well informed as to the best way of mining coal, as an example. He, in an attractive way, pointed out how property owners were so responsible to all the people for improving that property. The conservation commission had a mission to teach property owners how to make the best of their heritage, subject to the will of the people.

We owed a great deal to our neighbors in the United States. They were one of the originators of the conservation commission. The commission was a perpetual organization, founded by Act of Parliament. He named over the various series of committees announced by Parliament. He happened to be chairman of the committee on land. They co-operated with the various provincial governments. They had authorized a survey of a hundred farms to find out if the land was as productive as it was ten years ago; whether new weeds had made their appearance, or if the farmers were holding their own.

Health Conditions Investigated.

In many cases weeds had beaten farmers out of their property.

They were also investigating the water supply, such as old-fashioned wells, which often absorbed sewage and filth of all kinds. He likened the farms to the days of Sodom and Gomorrah. If they could uncover three farms out of these hundred, that could be models, it would be worth while living to see it brougt about.

In fisheries the same thing is being done. The same principles are being applied to all branches of industry. Oyster beds were almost disappearing, owing to ignorance. The commission had found remarkable losses on the fisheries.

The commission on industrial training and technical education was all-important.

In passing he mentioned that tariff for protection was only a temporary arrangement—make it a thousand years if necessary.

In the provinces the people were most efficient in many ways. They were efficient politically. He did not say they were always right. The commission was out to find to what extent the people everywhere were efficient industrially. Leading men everywhere had been generous in offering co-opration. They were gathering information as to what opportunities existed now for industrial training.

Nova Scotia a Good Example.

Nova Scotia had a system of industrial training that would surprise most men. It had schools for training men to mine coal. Every sub-foremen, every head of the men had to be trained now. The stories some of these men told the commission were wonderful. He cited how men developed themselves before the Government came to their assistance on technical schools in 1886. They found only one man in all their enquiry who worked in coal mines who was not a native-born Canadian. All were educated in Nova Scotia. As a result they found that there were fewer accidents and less loss of life in the coal mines of Nova Scotia than in any other place in the world. (Applause).

He noted the different schools of Nova Scotia, and found that at Liverpool, N. S., there were 250 teachers from different parts of the province spending five weeks of their holidays and $25 of their own money to improve their teaching efficiency.

He was pleased to see the fine industries growing up in small places. The idea of dragging workers into the cities was ridiculous. Any work which did not give the worker's children a chance for health and education was not desirable.

The boys leaving the farms was all right, but the boy staying on the farm should have as good a training industrially as the boy who leaves. The farm and city should work together. He cited Sackville's stove factories, where men, owing to the fine air and good surroundings, did better and longer work on that account. They were shipping stoves west and competing with others because of their energy and courage.

The commission had discovered that small towns were the places for great industries, which would have all Canada for a market. The small town would not hurt the big city. The lure of the city and the lure of the west had heard its loudest call. (Applause).

What Education Is.

Before closing, he gave some points for thought, mentioning that nothing he said was private. He referred to the elusive character of the meaning of education. Most men who came before them thought that all knowledge obtained outside of schools was not education. That was a mischevious idea. A school was only a human device to get an experience. Telling things was not teaching. All education meant simply a series of experiences, aiming at increased intelligence.

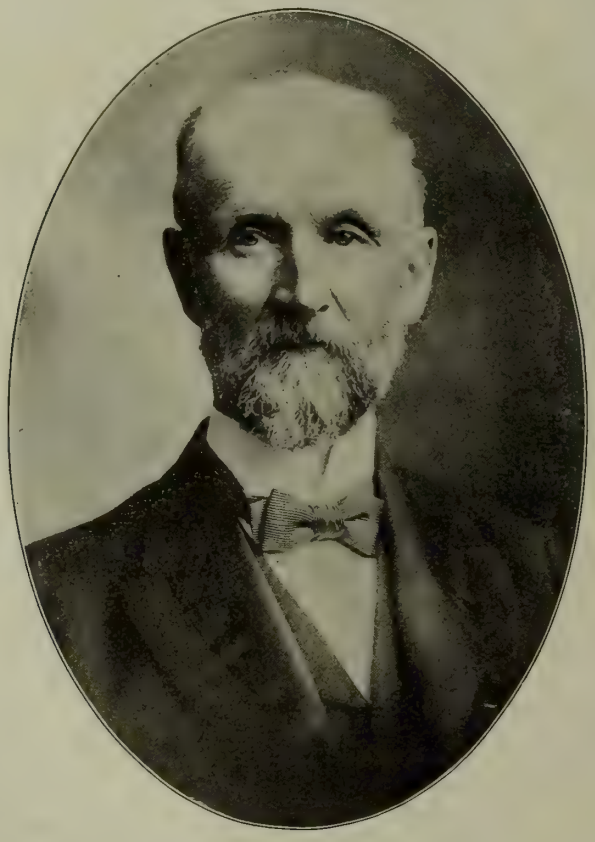
They had asked men why they wanted education. The answer generally was so as to be able to earn a living. Then, should not the schools be readjusted so that they would meet that desire? They surely should be made to help the child not only to make a living, but to make life worth living. He did not think the three "R's" were enough for education—not by any means. He gave some delightful illustrations of how years of life in childhood could be saved by simple, natural teaching.

Reading, as a teacher of children, had been much magnified. Observation was the essence of clear thinking. School gardens, manual training, and household science were the fundamental principles of education. This was not new, but a return to the oldest and best methods of motherhood. This all meant no hostility to higher education and so-called culture. Higher education, so-called, covered a multitude of shams.

Culture of farms meant pushing away ignorance—weeds and the useless and unbeautiful. He illustrated the culture of apples, and showed that beauty came from care, suffering and work. That was what culture meant everywhere.

Manual Training Before Classics.

Classics were all right, but he did not think that they should be pushed upon children at the time when manual training was so necessary. He believed the Canadian people would in time dominate the human race, if the resources of the half-a-continent were evolved intelligently. (Applause).



W. S. LOGGIE, M.P., Chatham, N.B.,

A Former President of the Maritime Board of Trade, who took a keen interest in the Debates.

Mr. Snowball extended a hearty vote of thanks to the doctor, who was compelled to leave on the noon train. It was moved by Hance Logan and seconded by W. S. Loggie. The doctor replied briefly in acknowledgement.

Report of the Secretary.

The secretary's report was then read as follows:

"In opening this report, it is with regret I refer to the death of Charles M. Creed, secretary, which occurred on the first day of January of this year.

"Subsequent to his death, your president, Mr. Snowball, asked me to take charge of the books and papers, in connection with this board, which I accordingly accepted, thus becoming acting-secretary.

"From what little correspondence Mr. Creed left, I gather that the resolutions, etc., passed at the last meeting were forwarded to those intended to receive them, same being acknowledged, and I have since had some correspondence in connection. One of the subjects followed up by me is of particular interest to the three provinces, viz., 'The acquiring of the steam service between Prince Edward Island and the mainland by the Intercolonial Railway," and from correspondence with the Minister of Railways, I have reason to believe that the matter is receiving the serious consideration of the board of management. Should this issue be successfully carried out, it will probably mean a reduction in freight rates to Prince Edward Island and a benefit to all concerned in the trade of that province.

"The matter of Maritime union, discussed at last year's session, does not appear to have much progress, and there is apparently nothing to report at this time.

"At last year's session in Charlottetown, fifty-four delegates registered and the programme was satisfactorily carried out, all the subjects being well discussed and resolutions passed accordingly.

"At the close of the session at Charlottetown, the delegates were treated to a delightful afternoon at the Riverside Driving Park, where the Caledonian games were being carried out.

"The St. John Board of Trade, through one of its members, J. N. Harvey, gave notice of withdrawal from the board, but were asked to reconsider their action and from correspondence I have had with your president, I had every reason to believe they would be with us this year. This, I know, would have been pleasing to all.

"During the past six months I have had considerable correspondence with the different affiliated boards, and have, during the past three months, sent out, in all, seven circulars calling attention to this session and asking their co-operation in making it a success.

"There is good work here for your secretary, getting these affiliated, organizing new boards and re-organizing old ones.

"The thanks of the board are due to the MacLean Publishing Co., of Montreal, for sending representative, C. D. Cliffe, to report this and other board meetings; also for printing the minutes of the last session, since distributed. Also the press of the province for the way in which they reported our sessions.

"In closing this report, I wish to thank the president for his very great assistance in the way of corresponding with different boards in connection with this annual meeting; W. L. T. Weldon,

CANADA FOR CANADIANS

If this is your slogan, back it up by buying

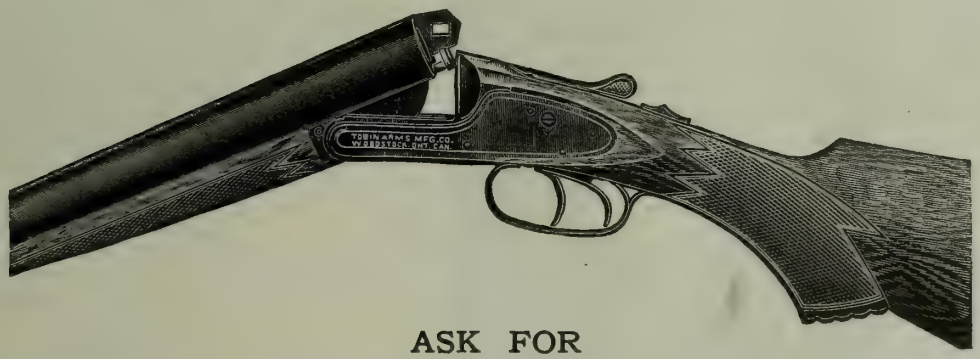
CANADIAN MADE GOODS.

Every Sportsman should insist on

Dominion Ammunition

IT CANNOT BE EXCELLED.

We carry one of the largest stocks of Sporting Goods east of Montreal.



ASK FOR

TOBIN DOUBLE BARREL SHOT GUNS

and ROSS SPORTING RIFLE

BOTH CANADIAN MADE.

Orders are shipped to any point same day they are received. We solicit your orders.

If price, quality and quick shipment count, we are the people.

SUMNER COMPANY, MONCTON NEW BRUNSWICK

corresponding secretary, and members of boards who assisted in supplying subjects, etc."

"A. E. SAUNDERS."

"Halifax, Aug. 16, 1910."

Correspondence was then read, including a letter from F. D. Black, as follows:

"W. L. T. Weldon, corresponding secretary, Maritime Board of Trade, Chatham, N. B.,

"Dear Sir,—Prof. W. W. Andrews and myself were, at the Halifax meeting of the board, appointed a committee to inquire into and report upon the effects upon prosperity which may fairly ly be credited to the traffic in intoxicating liquors. Prof. Andrews is in the western part of Canada and will be unable to attend the board meeting at Chatham. Owing to business engagements I shall not be able to attend, so that we will not be able to make any formal report to the board. Through an oversight, this matter was not included among the subjects for discussion by the board, so that it is quite possible that no report will be expected this year. I may say that we have made very general enquiry among the employers of labor throughout the Maritime Provinces and have received a very great number of replies. We are also making inquiries from the other side of the question; that is, from those engaged in the liquor traffic. As yet we have received very little response from them. We wish to have a fair presentation on both sides of the question before making any report, and we do not anticipate being in possession of full information for this purpose until next year.

"I am writing this explanation and would ask you to read my letter to the board in case Prof. Andrews has not already made a report along similar lines.

"F. B. BLACK."

"Sackville, N.B., Aug. 13, 1910."

Withdrawal of St. John Board.

The following letter was received from the St. John Board of Trade:—

W. B. Snowball, President Maritime Board of Trade, Chatham, N.B.

Dear Sir:—In reply to your favor of 20th ult., our Board had not considered the question of again joining the Maritime Board for the reason that we had understood you would like to meet with us some day when you would be in our city. Your letter has now, however, been considered by our council and the unanimous feeling of those present was that, while they would like very much to co-operate with you and felt loath indeed to forego the pleasure of a visit to Chatham, they could see no good results to be accomplished by again joining the Board.

We have not, in the past, been able to see that the Maritime Board has accomplished much, if anything. The difficulty has seemed to be to find subjects general enough in character to be dealt with by representatives of the three Provinces, and yet personal or local enough to bring out a good attendance. The interests of the three Provinces, as far as Boards of Trade are concerned, are quite different. Many questions that affect one province do not affect the others; and furthermore many of the questions which Boards of Trade are interested in must come before the Legislature. In this respect the Maritime Board has but little influence, as the New Brunswick members can be of no assistance to their confreres from Nova Scotia or Prince Edward Island in matters affecting those Provinces, and vice versa. It is only on questions coming before the Federal Parliament on which we can unite. In these cases the other Provinces of the Dominion are usually equally interested, and to accomplish anything their co-operation is needed.

It seems to me personally, without speaking for our Board, that the only Board of Trade organizations which can be effective are Provincial Boards from which perhaps representatives could be nominated to constitute a Dominion Board.

W. E. ANDERSON,
Secretary.

St. John, N.B., Aug. 2, 1910.

Both of the above communications were laid on the table without comment.



JAS. PATON,

One of the Representatives from the Charlottetown, P.E.I., Board of Trade.

THE AFTERNOON SESSION.

After dinner the Board resumed its sittings. D. F. McLean, vice-president, opened the session by referring in complimentary terms to the splendid address of the president. He had pleasure in moving the adoption of the president's address. C. E. Bentley seconded it. (Carried.)

The president announced that automobiles were at the disposal of delegates who wished to visit the big manufacturing industries of the town and neighborhood, including pulp mills, rossing works and lumber mills. Loggieville, a neighboring town would also be well worth visiting as several fine industries were located there.

Mr. Williams, of Moncton, was unanimously chosen auditor.

Freight Rate Reduction.

The question of the reduction of freight rates over the I.C.R. and government subsidized railways, and the advisability of the government taking over all such subsidized railways, was taken up by D. F. Hood, of Port Hood, C.B. He pointed out that the rates for passenger and freight service had been increased on the I.C.R. He found that any surplus in earnings went over to the general fund of the nation.

A resolution was moved by Mr. McLean and seconded by C. E. Bentley, the seconder urging that the latter part of the resolution with which the Board had already dealt with. Mr. McLean agreed to the suggestion.

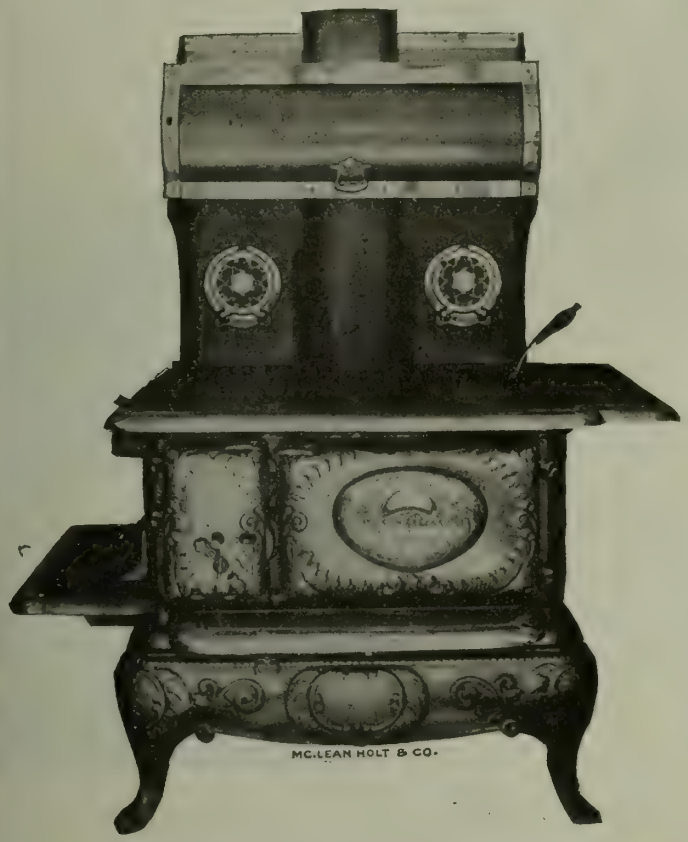
Jas. Paton, of Charlottetown, P.E.I., thought no reference should be made to any surplus.

Captain Read, of Summerside, P.E.I., spoke in favor of the resolution as amended. He spoke of the government having abolished canal tolls. He said the talk of surplus on government railways was all clap-trap. None of these systems should pay.

Hance Logan did not think the passenger rates were excessive. He thought

When you sell goods sell
When you buy goods buy Quality

I T P A Y S T O D O S O

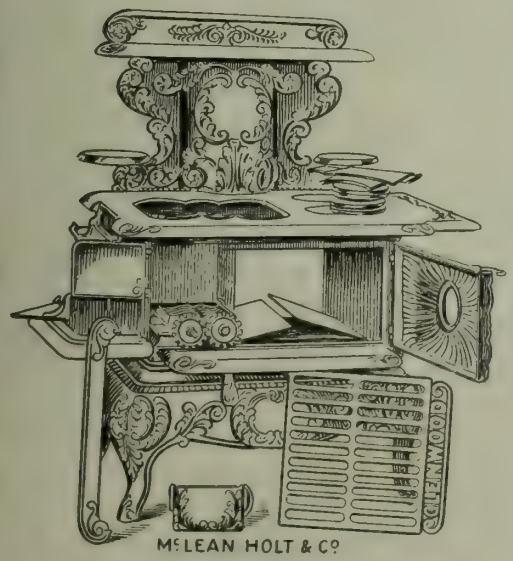


Glenwood E with Hot Closet.

THAT is just what you do when you handle and sell Glenwood Ranges. We make all our Glenwood Ranges in St. John and we neither spare time or money to make our Ranges A1 in every respect.

Our large sale of Glenwood Ranges in the last sixteen months is evidence of what the people think of our line of Glenwoods 195 Ranges sold in the last nine months of 1909, and 148 in the first seven months of 1910 off the retail floor is proof of what the people think of them.

We want reliable representatives in every town to handle Glenwood Ranges. No better ranges made in Canada to-day.



Glenwood Range, showing stove oven and every part get-at-able.

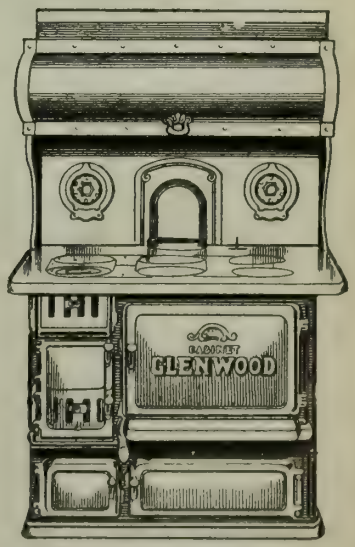
◆◆◆◆◆

Made, Sold and Guaranteed by

McLean, Holt & Co.

Canadian Manufacturers

St. John, N.B.



Our Cabinet Glenwood.

perhaps local freight rates were excessive. He cited instances in his own town, of excessive freight rates. On the other hand, the freight for long distance hauls was very low. He would advise naming something specific in the resolution, such as mentioning the local freight.

Mr. Williams referred to the increased wages occasioned by union aggression, and hence the railways were compelled to increase their rates. He also pointed out that as a rule the rates were in no way excessive. He did not believe there was any real surplus on the I.C.R. He was treasurer of that road for years and he was in a position to know.

James Nicoll, Chatham Board of Trade, did not think their neighborhood was suffering. However if others were suffering, some way of helping them out could be arrived at.

D. A. Morrison did not think the freight rates of the I.C.R. were in any way excessive. He had businesses in three different points and found all the rates fairly reasonable. The only point he thought of was import rates which were excessive. Some isolated cases might be discovered but these should be dealt with in some other way.

W. S. Davidson, of Halifax, agreed with Mr. Logan that none of the general rates were too high.

Resolution too General.

W. B. Snowball, president, vacated the chair, asking the vice-president to take it. He thought the resolution was too general, and that the mover should have come with a tabulated list of the excessive rates, etc. He noticed one speaker said we should be able to run a railway as cheaply as they could in the United States. That was wrong. We had not the population and no railway could be run on the same expenses as in more populous countries. He would like to see the resolution changed so that details would be given.

Mr. McLean, the mover, then stated that he was possessed of data to prove his case, but had left them at home in error. He could see that the consensus of opinion was against his resolution and he was willing to leave the matter over until anothet year or to a committee. He would then qe fortified.

"Whereas the freight and passenger rates of the Intercolonial Railway have within the last decade been materially increased which is inimical to the interests of the people of the Maritime Provinces.

"Therefore resolved that this Maritime Board of Trade urge upon the Government of Canada the necessity of reducing the existing freight and passenger rates."

Mr. Logan moved, seconded by W. S. Loggie in amendment, that this resolution be referred to a committee of three and a report made next meeting. (Carried.)

Messrs. McLean, Williams and Bentley were chosen as this committee.

Question of Good Roads.

"Permanent Roads" was the subject taken up by the Moncton Board. Mr. Williams dealt with the subject in the absence of Mr. Robinson, president.

He claimed that there was no system in vogue for looking after roads. Most of the supervision of these roads had been left to people who had little knowledge of what good roads meant. Autos and fine vehicles required better roads than old timers. Mr. Campbell, deputy minister of railways, was known as "Good Roads Campbell." In Ontario very practical efforts were being exercised in good road building.

Good roads were vital to good life in business of all kinds. He referred to what motor leagues were doing in the other provinces. Lack of skilled knowledge was the chief fault in New Brunswick. He quoted from a magazine an item stating that immense sums were being spent in New York State.

The great point for good roads was drainage.

He gave details of the condition of the fine roads of France and Britain. Moncton's idea was that the co-operation of the Provincial Government could be obtained and skilled supervision, as well as some funds to make the main roads better. This meant that officers should be employed to see that whatever money was expended should be done wisely, and that repairs should be watched continuously. He hoped the meeting would support the resolution and give it consideration. The resolution was :

"Resolved that in the opinion of this Board it is advisable that the provincial governments of the Maritime Provinces take steps to provide for the establishment of provincial roads between the main centres of the several provinces with a view to having such roads established and maintained of a uniform and permanent nature.

"And further resolved that in the opinion of this Board such roads can best be established and maintained by having them withdrawn from the operation of the ordinary highway acts and placed under the control of a skilled expert or experts by each province."

Strong Plea for Action.

E. Rhodes, M.P., said the resolution was obvious. He traveled all over the provinces.

He did not believe there was a civilized country on earth, that had such poor apologies for roads as the Maritime Provinces. He had seen mud on the roads of Cumberland county nine inches deep, and at certain periods of the year, some farmers were practically marooned.

He was astonished that the Maritime people tolerated the road nuisance. If the Maritime Board did nothing else, but to begin a movement to help getting improved highways, it would be a grand blessing. (Applause.)

W. E. Bentley, of Charlottetown, said they had in P.E. Island, practically just what they would have if the resolution passed and materialized. Still that system was not successful. "We have no money to build roads," is usually the cry. How are the roads to be bettered ? Let the Board not stop at this, but go farther and get some means of obtaining money for the roads. Most people were unaware of the need of better roads. It was a matter of education. Why not arrange some means of educating our people ?

Mr. Williams said certainly it was education that was necessary. He advised the utilization of the local press, and that would be a beginning. Mr. Paton supported the resolution.

D. F. McLean thought they were all unanimous over good roads being desirable. He suggested that a strong committee be appointed to get an appropriation for roads.

Roads too Narrow.

W. B. Snowball, as a user of roads, both with autos and horses was most interested.

The great fault in New Brunswick was that the roads were far too narrow. He felt sure that any government expenditure would be welcomed which would help for better roads. He agreed that education was the need and recommended the committee idea and hoped the resolution would carry.

The resolution carried unanimously.

Mr. Nicoll then moved that a committee be appointed, including a representation from each province, so that the first resolution might prove effective. Captain Read seconded the motion and it was carried, it being left to the president to choose the committee.

Before bringing up the next question, Mr. Davidson offered apologies on behalf



W. B. SNOWBALL, Chatham, N.B.,

Retiring President of the Maritime Board of Trade.

of seven members of the Halifax Board who were detained at home unavoidably.

Quick Mail Despatch.

W. S. Davidson then submitted the following resolution :

"Whereas the Canadian Government pays a very large subsidy for the quick despatch of the English mails to Canada, specifying the speed the steamers shall be capable of, and whereas that portion of the mails for the Maritime Provinces, for the past two years have been subjected to very great delays at Rimouski and Campbellton, during the period from the opening of the Gulf of St. Lawrence route until the second daily through train is put on from Montreal to Halifax, thus defeating the object for which the subsidy is given,

"Be it therefore resolved that the Maritime Board memoralize the Government asking that arrangements be made for the next and subsequent seasons, for the immediate despatch of said mails and passengers by special train during the said period."

He dealt with the delays of mails at Rimouski and other difficulties which were embodied in the motion. There was

A small want ad. will bring replies from all parts of Canada



MACKIE & RYAN

Hardware and Coal Merchants
Plumbing, Steam and Hot Water Heating
Stoves, Ranges and Furnaces

Pembroke, Ont., March 5th, 1907

HARDWARE AND METAL,
Toronto

Gentlemen:—

We are pleased to acknowledge receipt of your favor of the 4th inst., enclosing another lot of letters to our advertisement in your Condensed Ad. Column.

We wish to thank you for your promptness in sending to us any replies that came to you, and also compliment you on the excellent results we have obtained from this advertising. We have received upwards of *seventy enquiries* from Hardware men in all parts of Canada and *have been able to secure the goods we asked for in our Ad.*

We do not know of any other means whereby we could have reached as many of the Hardware trade as we have through your columns; writing to as many as we could get the names of would not have been as satisfactory and would have entailed a great deal of trouble and cost.

We have frequently used your Condensed Ad. Column when in want of Clerks, Plumbers or Bookkeepers and have always been well pleased with results.

Yours truly,
(Signed) MACKIE & RYAN,
Per W. D. Dewar.

The "WANT AD." in question cost 55 cents.
Rates: 2c. per word for first insertion.
1c. " " " for subsequent insertions.
5c. additional for box number.
Send cash with order.

no special train bringing mails east from Rimouski in summer, while there was a special for the western mail.

Captain Read in seconding the motion said he felt sure more attention should be paid to special trains bringing mails to the east. There was a ridiculous excuse made by one government department to another that they could not afford a special train, etc.

J. L. Stewart, of Chatham, thought that Dr. Robertson's reference to the political efficiency was right as the people got very little to benefit them. He cited a case where a woman from Chatham was detained at Rimouski 24 hours. He heartily endorsed a resolution that would give the public a service they deserved.

The motion was carried unanimously.

Want More Attention.

L. E. Rhodes spoke on the necessity of greater attention being paid to the Maritime Provinces by the Department of Immigration at Ottawa.

He believed a great deal of the tendency of ruination to the Maritime Provinces was that more attention was paid to politics than to the country. It was a delicate matter for himself perhaps as a Tory politician to discuss these questions, but there was in fact no element of partizanship in this matter. He then read a few notes on the beauties and area of the provinces. Mr. Rhodes did not agree with the Lieut,-Governor that the stream of immigration could not be diverted. He believed it could be diverted and they should do it. He quoted an interview given by Beckles Wilson, English journalist who said that in the Dominion Government offices in the Old Country scarcely any data was available about Nova Scotia.

"According to the census of 1901 the population of the Maritime Provinces amounted to 893,953 and of this number all but 14,732 were British born ; that is to say, all were British born except 1.6 per cent. and of all the total Maritime population, 93.1 per cent. were born in tne Maritime Provinces. Mention is made of this fact to show that it has been little if any disturbed by immigration. Comparing the area of the Maritime Provinces with that England we find Maritime Provinces 51,163; and England 50,903 square miles. Yet England has a population of 605 per square mile and the Maritime Provinces 17 persons per square mile ; that is to say, England, with the same area has from 16 to 17 times more people. The significance of these figures, having regard to the future possibilities of this country, must be readily perceived ; because in every respect the Maritime Provinces compares favorably with England. Our climate perhaps is not so equable, but we have the advantage in moisture and in quantity of sunlight enjoyed ; while comparing our climate with that of Scotland, we perhaps have the advantage in every respect. In natural wealth it is fair to say that we are at least equal in every way.

"To my mind, in many respects we have superior resources. Our soil in many places is of unequal fertility. Under a similar system of cultivation to that employed in England, our fields would yield as plentifully as the richest in England. A practical demonstration of this fact has been afforded in many portions of the provinces. Our average hay crop, with interior cultivation, is the equal of that of the British Isles. Wheat for example, when carefully and properly cultivated, has been known to yield from 40 to 50 bushels to the acre. The fruit growing possibilities of these provinces have been amply demonstrated. For example in the year 1907, one-sixth of the total exports of apples from North America to the United Kingdom went from Nova Scotia alone. Our timber resources are well known. Our mineral wealth shows almost boundless possibilities. Our coal deposits are practically inexhaustible and each year new areas are being discovered. Iron is little less plentiful than coal. The recent developments in Albert County give every every promise of an abundant yield of oil and natural gas. We have gold, silver, lead, manganese and copper. Our fisheries are a great source of wealth and each year grow more profitable. In view of these facts, it must be abundantly evident that we have room for more people and that we would be more prosperous with a larger population.

How to Get the Capital.

"The great question is, how are we to increase our population and thus add to our wealth and prosperity ? Could the fact be brought home to the possessors of Old Country capital that we have



Elm Park, in Chatham, N.B.

these tremendous resources, located a full day's journey nearer to them, I believe that a portion of the stream of capital yearly flowing into the Dominion could be turned our way. The time at my disposal and the intelligence of the body which I have the honor to address forbid me to enlarge upon the benefits which would accrue to these provinces by reason of immigration or the influx of new capital and I think I can fairly assumed that the sole question for us to consider is how it is to be secured.

Up to Federal Government.

"In view of the limited resources at the command of the local governments and the fact that the Dominion Government has ample funds, it does seem to me that it alone is the proper agent to bring about this much desired result. A prosperous and contented settler in the Maritime Provinces is as great an asset to Canada as is one located in any of the Prairie Provinces. Then again, the Dominion Government has the machinery at hand and in working order. With little extra effort attention could be paid to securing immigrants for us in common with the whole Dominion. As a business proposition I hold it is the duty of the Dominion Government ; as a matter of justice, it is much more so. In the earlier years of Confederation we paid our full portion of the price of confederation in the securing of the addition of the Province of Prince Edwarh Island and British Columbia and of the acquisition of the North West Territories. We sent our men to fight the country's battle during the North West Rebellion ; a share of our money went to the building of the Canadian Pacific and more recently to the Grand Trunk Pacific and I firmly believe that we have not in these Maritime Provinces received a fair return for the resources and energy we have expended in the upbuilding of what should be our common country.

"In fact we have been hewers of wood and drawers of water for the whole Dominion. For years an advertising propaganda has been carried on in Great Britain and elsewhere, partly with our money and the fruits have gone towards the building up ot other provinces, If this alone were the result, the condition would be regrettable, but by reason of this advertising and the consequent development of the Prairie Provinces our own sons have become unsettled and we have found it difficult to hold our own. It does to me seem extraordinary that all of these years we have remained quiescent while for a period of six months each year a constantly increasing stream of immigration has been passing through our ports of St. John and Halifax and we have hardly lifted a hand to help divert some of it, which is I believe rightly ours.

Themselves to Blame.

"No blame is to be attached to the Dominion Government. I believe we have nobody to blame, if blame there be, but ourselves. The condition thus crudely pointed out is apparent to outsiders."

He then quoted from an interview given recently by Beckles Wilson, journalist and author, to the Amherst Daily News.

"I would suggest," he said, "that an active committee ot this Board be appointed to gather statistics and to put the issue in concrete form, acting if possible in conjunction with representatives of the Provincial Governments ; and when the matter assumes practical form that it be laid before all the Maritime members of parliament in convention, to the end that the attention of the Dominion Government may be demanded in Parliament."

The following resolution was moved by E. Rhodes, and seconded by H. Logan :

> That this Maritime Board of Trade demands that more attention be paid to the Maritime Provinces by the Immigration Department at Ottawa to the end that these provinces may receive their fair proportion of immigrants coming to Canada.
>
> And further that a copy of these resolutions be sent to the Maritime whips at Ottawa, with the request that the matter may be vigorously dealt with in parliament.

Hance Logan said there was one need that struck him forcibly and that was that the Government of Canada should be reminded that there was an east as well as a west. He did not envy the west. He wanted to know what was practical in this matter. Referring to his farming operations he found it almost impossible to get farm help. He would like to see the intelligent small farmers of central and north of England, of Ireland and of Scotland.

He found the British press was loud in praise of the Maritime Provinces. He did not believe there was a man in the immigration department in London who knew a single thing about the Maritime

James Pender & Co., Ltd.

SAINT JOHN, N.B.

MANUFACTURERS OF

Wire

BRIGHT
ANNEALED
OILED and ANNEALED
In Coils and Cut Lengths

"ACME" HORSE SHOE NAILS
"P" HORSE SHOE NAILS

Wire Nails

COMMON BRIGHT WIRE NAILS
"ACME" COATED BOX NAILS
"ACME" GALVANIZED NAILS
"Best in Canada"

"STANDARD" TOE CALKS
Blunt and Sharp

FENCE AND POULTRY NETTING STAPLES
Bright and Galvanized

We Galvanize Forgings, Castings, Etc.

WRITE FOR QUOTATIONS **PROMPT SHIPMENTS**

In the sporting season we stock the following lines:

Shot Guns, Winchester Rifles, Stevens' Rifles, Iver Johnson Revolvers, Kynoch and Dominion Loaded Shells, Dead Shot, American Rifle and FFG Sporting Powder.

Winchester, Dominion and U.M.C. Primers and Wads. Loaded Shot.

We carry a complete stock of both Winchester and Dominion Ammunition and are prepared to offer attractive prices.

Our line of general hardware is complete.
Inquiries earnestly solicited.

E. K. SPINNEY, - YARMOUTH, N.S.

Provinces. They all lived, moved and had their being, west of Winnipeg.

He suggested that Mr. Rhodes' resolution be brought before the whips at Ottawa, so that something should be done for immigration in the provinces.

Holding What They Had.

Mr. Bentley, of Charlottetown, said that while he admired the resolution they ought to devise some method of keeping their young people from leaving the provinces. That was more vital than getting new people.

He found some of the immigrants from England were unsatisfactory. They were too slow and were unaccustomed to maritime methods of farming. The farmers on the Island who were making money were those who utilized all the products of their land to feed animals and poultry.

English immigrants had come over to the island and some had returned disappointed. It was therefore necessary that all immigrants should be told exactly the conditions existing out here. Every detail must be supplied and then some satisfaction might be obtained.

James Paton said he had gone to meet some of these immigrants. They were good people. No farms had been selected for them and farmers having land to sell, certainly did not lower their prices.

He was glad to say that the majority of the immigrants were delighted with the island. Only a small percentage had been disappointed. He often asked westerners if they were happy in the west. Ten out of twelve told him that they were not pleased with the west. Any man who lived in the beautiful east, and who denounced the provinces, ought to be put in the penitentiary.

He paid a glowing tribute to the provinces and was loudly applauded.

Municipal Indebtedness.

"Municipal Bonded Indebtedness" was the next subject. It was brought forward by the Moncton Board. Mr. Williams referred to the terrible fire at Campbellton, a happy and prosperous town of about 6,000 inhabitants, which in a few hours was a heap of ashes, only 7 or 8 homes being left of what was a busy, thriving place.

"St. John, Quebec, Hull, Windsor and other towns have had their conflagrations," he said, "entailing great destruction of property, but in their cases the destruction was only partial. Larger portions of those towns or cities were saved, and many of their industries untouched, while in the case of Campbellton all were swept away, making the disaster complete.

"Like most modern towns, Campbellton had its water supply, sewerage system, schools, etc., in payment for which a bonded indebtedness of some $300,000 had been incurred, with an annual interest charge of $13,000. With the destruction of the town default had to be made on 1st inst. of payment of the half year's interest on the bonds; and the town is now supplicating the Dominion and Provincial governments to take care of the interest charge, the Dominion $8,000, and the Province $5,000, of the amount, for a period of 15 years, or at least until the town is in a position to assume the interest again.

"Now what has been the fate of Campbellton may at some future time be the fate of Chatham, Newcastle, Moncton or other Provincial towns given the same conditions.

A Remedy Suggested.

"Such being the case, it behooves the business men of these Provinces to give the subject consideration and if possible make provision to meet contingencies of this character. It appears to me that this could be done in the most effectual way by the Province guaranteeing the principal and interest of municipal and school bonds issued under Acts of the Local Legislature. At the present time school districts and small municipal bodies little known in financial centres have to issue bonds bearing a larger rate of interest than those of large centres better known to the financial world, and yet the smaller municipality may be much better security for repayment of the loan than a larger municipality swamped with debt. The Provincial guarantee would tend to place all the municipalities on an equal footing, and enable them to secure loans on much better terms.

"The guarantee fund could be accumulated by setting aside from the proceeds of each loan bearing the Provincial guarantee ¼ or ½ of one per cent. of the principal sum, to be invested and interest added half yearly or yearly. At the maturity of each loan if no call had been made on the fund by the municipality the amount at credit would be paid over.

Would Enhance Bond Value.

"As the Provincial Government's guarantee would enhance the value of municipal bonds more than the ¼ or ½ of one per cent. taken for the guarantee fund, the guarantee practically costs the municipalities nothing.

"If a disaster as far reaching as the Campbellton one occurred in future the guarantee fund could be drawn upon to pay the interest charges until the municipality was in a position to assume its interest charges again, and the money thus advanced would be recouped by the guarantee fund by assessments spread over several years.

"In view of the destruction of the security and the default in payment of interest in the case of Campbellton, it appears to me that provincial towns and cities will in future have a difficulty in floating bonds on as good terms as in recent years unless some satisfactory guarantees can be given.

Sinking Funds.

"Going carefully over the returns issued by the New Brunswick legislature of the bonded indebtedness of towns, cities, and counties, I find that in earlier years the provision relating to sinking funds for paying off the bonds in part or whole at maturity did not obtain, with the result that bonds aggregating upwards of $3,000,000 will have to be renewed in full.

"In Nova Scotia better provision has been made with respect to sinking funds, but there one of its towns is $34,000, and another $9,000 in arrears with these funds.

"Besides the fact that amounts for sinking funds are assessed annually is no guarantee that the amount will be there at the maturity of the bond. When a re-organization of the finances of St. John city took place a few years ago it was found, I think, that several of the sinking funds had been encroached upon to meet emergencies; and I am told that in the case of Campbellton the assessments had been made annually, but the amount treated as current revenues and used to pay current expenses. What has happened in these instances has no doubt occurred in other municipalities as a full investigation, if had, would establish.

More Direct Control.

"A Provincial guarantee would carry with it of necessity a Sinking Fund for each loan and government management of the Sinking Fund.

"From the fact that the New Brunswick government has been called upon to come to the assistance of Campbellton in the way of paying its interest for a term of years seems to me to make the present an opportune time for



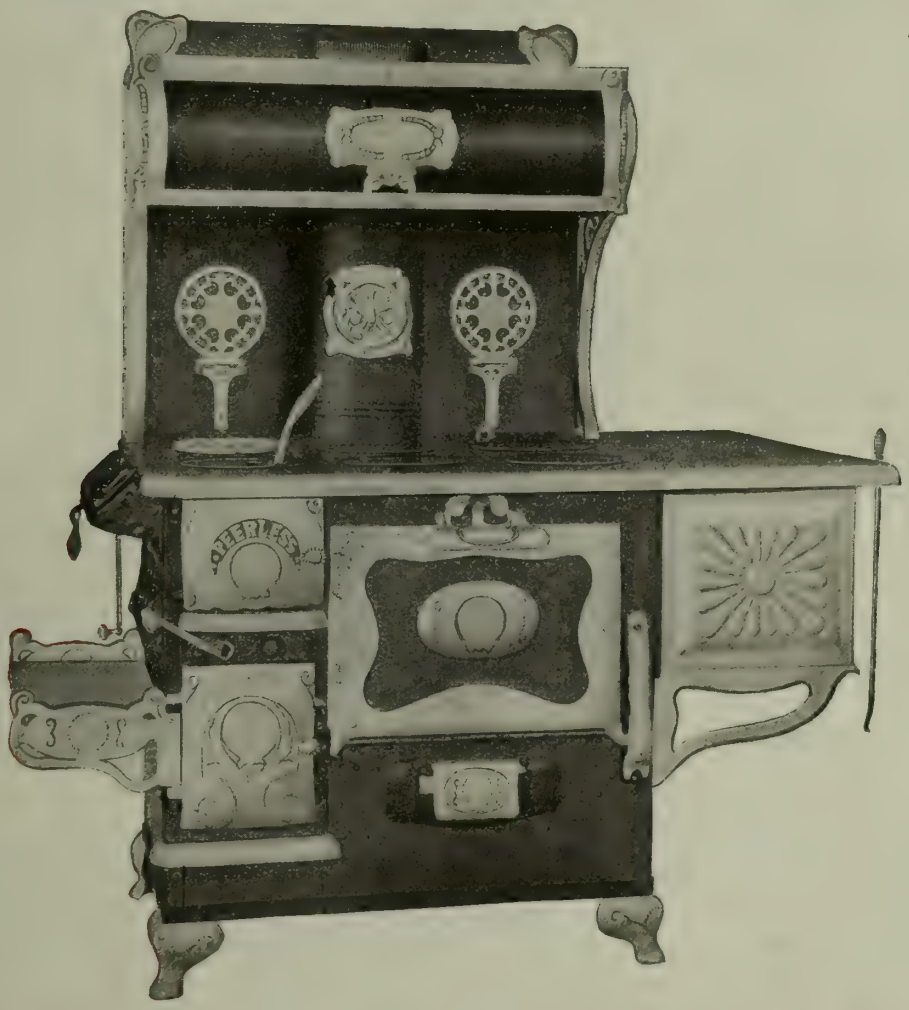
Shipping at Chatham, N.B., where the Convention was held.

HALF A CENTURY OF STOVE-MAKING EXPERIENCE

Makes us able to say that we Manufacture the Highest Grade Heating and Cooking Apparatus in Canada.

Our ***Steel Ranges,*** fitted with ***Patent Hot Blast Smoke Consuming Fire Box,*** are ***the Standard*** by ***which all others are judged.***

The Cast Ranges and Cook Stoves made by us are the acknowledged leaders.



Heating Stoves, for ***Parlor, Hall*** and ***Office,*** with Special Fuel Saving Devices.
Laundry Stoves.

Improved Portable Farmers' Boilers. Warm Air Furnaces, for Coal or Wood. Sinks and Hollow Ware.

FULLY GUARANTEED

The Charles Fawcett Manufacturing Co., Ltd.

SACKVILLE, N.B.

Sales Agencies and Warehouses at MONTREAL, WINNIPEG and VANCOUVER

the several Provincial governments to review the situation with respect to Municipal Bonded Indebtedness and in the interest of the municipalities take a more direct control and supervision of the bond issues."

The following resolution was presented:

"Whereas the almost total destruction of the town of Campbellton by fire has removed to a large extent the security on which bonds to the extent of some $300,000 have been issued and has placed it out of the power of that municipality for a number of years to pay the interest charge on same, necessitating an appeal to the Dominion and Provincial governments to assume for a lengthy period the payment of that charge;

"And whereas this disaster may prejudicially affect the sale of municipal bonds in future;

"Therefore be it resolved that it is the opinion of this Board that all future issues of municipal bonds, city, town or county, under authority of the local Legislatures, shall be guaranteed by the special provincial governments, both as to principal and interest; and that a guarantee fund be provided by each province from the proceeds of sale of such bonds to meet calls upon them arising from extraordinary emergencies similar to the Campbellton fire."

Captain Read said the Islanders would never stand for that resolution.

D. A. Morrison spoke in favor of memorializing the government regarding the regulation of bonded indebtedness.

The government should keep a stronger check on the lending of money to towns, etc. The borrowing was an easy matter on bonds and this step if evolved properly would be highly beneficial to the Province.

The following committee was selected by the president to place the matter of good roads before the respective governments:

New Brunswick—F. W. Sumner, F. B. Black, D. P. MacLachlan.

Prince Edward Island—Jas. Paton, J. E. Birch. Captain J. Read.

Nova Scotia—C. E. Bentley, H. A. Logan, A. M. Bell.

The nominating committee was appointed as follows: W. E. Bentley, E. W. Jarvis, C. E. Bentley, Jas. Nicol, Thomas Williams. They were instructed to select officers for ensuing year and report at Thursday's session.

P. E. Island's Problem.

D. W. Bentley then voiced the subject of the Charlottetown board. He detailed many of the difficulties of the Island in the way of transportation. He suggested that a committee should be formed of representatives of the different Provinces who would go before the government, with the claims of the Island. One means of benefiting the different provinces, and of enlarging the efficiency of the Maritime Board was to have a vigorous committee appointed.

Jas. Paton spoke in favor of Mr. Bentley's suggestion and he was sure if the board made it a point of staying with the government till they got what they were after, it would be a blessing to all concerned.

The president called attention to the resolution regarding the betterment of steamship service, which was passed last year, should be reaffirmed as he had a man in sight who was most likely to do something in the way of establishing a service from Chatham to Charlottetown, Summerside and other points. Mr. Bentley said he would be willing to move that the resolution of last year re the steamship service should be reaffirmed.

D. A. Morrison said the resolution looked ridiculous. Few boards would undertake to pay their expenses to Ottawa. The president said the resolution was already carried, but that Mr. Bentley was willing to reconsider it as long as necessary.



HOTEL TOURAINE, Chatham, N.B.,

Where the Banquet given by Lieut.-Governor Tweedie was held.

F. W. Sumner thought a resolution ought to be made to make an appropriation for defraying expenses.

W. S. Loggie thought a committee could be formed of members of Parliament and no outlay would be necessary.

C. E. Bentley also thought the expense part of the resolution was absurd as the board had no funds to send any committee anywhere.

Should Back Up Resolutions.

D. W. Bentley remarked that the whole question was one of expense. If representative business men could not afford to pay expenses to Ottawa then the institution was of little importance. Last year St. John men said the board was engaged in resoluting and it looked that way to him. Surely there was some way of finding the money to back up the resolutions. The expense was an overwhelming thing and so they would eliminate the expense clause.

W. H. Edgett agreed with Mr. Bentley, and that matter of expense was the crux of the situation. Some means of backing up these resolutions must be devised. He agreed also with Mr. Loggie, and suggested a committee of five members of Parliament.

Mr. Davidson said the Halifax Board was paying $60 of the Maritimes Board's revenue and any extra expense would be turned down.

H. Logan sympathized with the resolution and as an experienced parliamentarian he could not agree with Mr. Loggie. There would be no force like the small committee, which would go to Ottawa or elsewhere, much in earnest about the work. Mr. Bentley's resolution re expense was not safe. It would tend to lessen the membership. The president of this board owes the members something. He should be able to go to Ottawa and put the case before the members. He suggested that Mr. Bentley give a notice of motion re the expense side. If the president would not pledge himself to go to Ottawa then they would refuse to elect him.

D. F. McLean, vice-president and by usual order president elect, jumped to his feet and said he agreed with Mr. Loggie in full.

Mr. Bentley then changed his motion as follows:—

Resolved, that the Council of the Maritime Board of Trade be authorized from time to time to appoint a special committee to present to the respective Departments of the Government of Canada such matters advocated by the United Board as are under Federal control.

Moved by W. E. Bentley—seconded by Jas. Paton.

Banquet to the Visitors.

On Wednesday evening His Honor Lieut-Governor Tweedie gave a magnificent banquet at the Hotel Touraine, in honor of the Maritime Board. The dining room was tasefully decorated, and the menu was of the kind that produces good appetites.

His Honor presided. There were a number of short witty speeches and some long ones. The principal toasts were the Dominion of Canada, the Maritime Board and United States. The occasion of the toast to President Taft was the presence of Mr. Adams, of New York, as guest of Mr. Tweedie, and to which he responded.

The speakers included W. S. Loggie, M.P., E. Rhodes, M.P., H. Logan, ex-M.P., D. F. McLean, and W. B. Snowball, the president.

W. F. Sumner proposed a toast to the Lieut-Governor with a vote of thanks which was heartily presented. His Honor gracefully replied.

St. John Board of Trade would most likely have been interested in some of the speeches, as they came in for some criticism.

Good singing, accompanied by an orchestra, combined to make a great success of a signal honor to the visiting

FURNESS LINES

FIRST-CLASS FREIGHT SERVICE

WEEKLY SAILINGS BETWEEN

LONDON, G. B.
HALIFAX, N. S.
AND
ST. JOHN, N. B.

The Fast High-Class Steamships

S.S. "RAPPAHANNOCK" S.S. "KANAWHA"

S.S. "SHENANDOAH" and others.

REGULAR FORTNIGHTLY SAILINGS BETWEEN

LIVERPOOL, G. B.
ST. JOHN'S, Nfld.
AND
HALIFAX, N. S.

The Fast High-Class Clyde-Built Steamships

S.S. "DURANGO" S.S. "TABASCO"

S.S. "ALMERIANA"

Will sail regularly between the above ports, taking through freight to all parts.

FOR RATES OF FREIGHT APPLY TO

FURNESS, WITHY & CO., Limited, - AGENTS

UPPER WATER STREET, - - - HALIFAX, NOVA SCOTIA

SELL

M-L Pure Paint

This is the best line of prepared paint on the market. It took the Imperial Varnish Company 17 years to discover the exact proportion of one special ingredient that makes this a perfect paint. M-L PURE PAINT covers better and lasts longer than any other paint made, and, positively, it will not chalk. crack or crawl. You can make the most positive assertions of good quality for this paint, and every can will bear you out to the letter.

FORTY COLORS

Get Color Cards and Prices from

THE LAWRENCE HARDWARE CO., LTD.

152-154 GRANVILLE STREET
Halifax, N.S.

delegates. The excellent arrangements made for the banquet were creditably carried out in the capable hands of the Governor's A.D.C., Lieut.-Col. J. D. B. F. Mackenzie.

THURSDAY MORNING SESSION.

The president called the meeting to order at 9.30 when Bonded Indebtedness was the continued subject.

Capt. Read considered that Prince Edward Island could not be induced to take up the matter. If he thought that it would benefit Campbellton or any other town should a similar disaster occur he would assist the matter in every way. He considered that some scheme of municipal insurance could be worked out on a very low rate.

The president proposed a resolution of sympathy for the people of Campbellton.

Regarding the question he (the president) considered it too large to determine quickly. He thought that perhaps Moncton would withdraw it from the present session and give notice it would be brought up at the next.

Mr. Williams considered that the matter should be taken at once, but if desirable would give notice of motion as suggested by the president.

Mr. Bentley (Truro) considered it a very important matter. He thought that if the governments could be induced to guarantee the bonds the scheme would be a good one but feared the political aspect in the matter.

Capt. Read (Summerside, P. E. I.) moved the following resolution:

"Whereas, the local freight rates on the Government Railways are in many cases exorbitant, and ,

"Whereas, the freight rates on goods to and from Prince Edward Island and points on the mainland served by the Government railways are subject to three short haul rates which, when added together, puts the Island province of far removed from the consumers and producers of the sister Maritime provinces in point of cost of transportation as is Ontario, and

"Whereas, the people of the Maritime Provinces freely and generously submitted to the abrogation of canal tolls for the benefit of the Maritime Provinces, including Ontario and Quebec.

"Be it therefore resolved, that the government of the Dominion of Canada be urged to so readjust the rates on the Intercolonial Railway and Prince Edward Island Railway and connecting links as to relieve the unequal burden of transportation suffered by these Maritime Provinces so as to give one long haul rate between points in the Province of Prince Edward Island and the mainland, conforming in a reasonable degree with the long haul rates obtaining on carriage from points in Ontario and Quebec."

This was seconded by D. F. McLean and carried. Capt. Read explained the short haul rates that P. E. I. was obliged to pay and claimed the Island was paying too much in proportion to the other provinces. He made an emphatic speech saying that the East had done a great deal for the West and it was time that the Maritime people got some consideration from the government.

Killing of Sheep By Dogs.

"Dog nuisance in regard to sheep raising," then came up, being brought forward by Bear River, N.S., board.

Mr. Williams explained the damage dogs had done to sheep-raising in his territory near Moncton. He moved the resolution as it appeared on the agenda paper as follows:

"Whereas, sheep-raising was formerly a very important industry in the farming districts of the Maritime provinces;

"And whereas, there is being a largely reduced number of sheep raised than formerly and the reason given for this unfortunate condition is that the ravages of dogs make sheep-raising practically prohibitive.

"Therefore resolved, that the provincial government be urged at their next session to take this matter into consideration and place a suitable tax upon all dogs in the provinces, with the expectation that this course will cause the disposal of many destructive animals.

"It is further resolved, that the several Boards of Trade in these provinces and the Maritime Board of Trade be requested to unite with this board to support this movement in urging this course upon the said Legislatures, and also that the several governments be urged to encourage as far as possible the raising of sheep."

C. E. Bentley spoke in favor of the resolution, and said there were good opportunities for profitable sheep-raising in the provinces.

D. F. McLean handled over a thousand sheep in a year and he sympathized with the resolution.

J. Nichol spoke of the advanced price of lamb and mutton generally.

Relations with the U. S.

"Better trade relations with the United States," was taken up by the Summerside P. E. I. board.

Captain Read led the debate. He said the leader of the Federal government had pronounced his policy in favor of better trade relations already and there was little use of passing the resolution. He believed that reciprocity would be a great blessing for the Maritime provinces, that was provided it was satisfactory and on natural products only. The reason that they had put this subject on the list was because Montreal and other cities had passed resolutions denouncing reciprocity in any form.

He mentioned the unique suitability of potatoes for food and especially were the provinces suitable for growing potatoes.

He spoke at some length pointing out his reasons why reciprocity would be a benefit. He remembered the old reciprocity treaty with the United States. Trade had never been so good since. The population of the Island doubled. Everything was more prosperous. It was simply marvellous the new life that the treaty put into the Maritime Provinces. The time to make a treaty was when the makers were independent.

Mr McArthur, of Summerside, supported Captain Read.

D. W. Bentley read some extracts from the daily press, showing that the matter in the resolution was already arranged by the government.

Captain Read said he thought perhaps is was as well to let the resolution drop.

"The protection of inlet and coastal fisheries and the encouragement of the fishery industry" was dealt with briefly by D. F. McLean, Port Hood. He decided, owing to the complexity of the subject, he would leave it over for another meeting.

Protection of Resources.

E. W. Jarvis, Yarmouth, then brought forward the following resolution which was carried:

"Whereas, the conservation of its Natural Resources is of paramount importance to every country, and

"Whereas, the Maritime Provinces possess in their forests, their water powers, their sea fisheries, their inland fisheries, and their game animals and birds, very valuable resources, which have been more or less diminished by unwise and often selfish exploitations, ed together, puts the Island province as vast increase, and

"Whereas, it is a matter of notoriety that in many districts the enforcement of the laws designed for the conservation of the said resources, and especially those relating to the fisheries, has been so wilfully neglected as to have become more or less a farce, and

"Whereas, protecting our country from the ravages of individuals or corporations who, under the pretence of using vested interests may be persisting in courses which must eventually work more harm to it than would its occupation by a hostile army. Is not socialism but the first duty of patriotism?

"Therefore resolved, that in the opinion of this Maritime Board of Trade, much more attention should be given to the protection and development of all our natural resources than they at present receive, keeping in view the great benefit the country will receive from each advance toward the finished product in manufacture within the Maritime Provinces of the products of the said resources, and that all laws on the statute books, designed for their conservation, should be strictly enforced without fear or favor, and that party politics, in or out of Parliament, should not be allowed to interfere with the presevation of our natural resources."

Mr. Jarvis dwelt upon the importance of the conservation of natural resources. He referred to neglect of fishery laws.

Highest Grade of Skilled Labor

Every File Tested

Deepest Tooth Ever Put on a File

Absolutely Crucible Cast Steel

Long Life, Great Efficiency



Five Selling Points of Delta Files

The Five Selling Points are really Five Reason why you should stock DELTA FILES.

We carry a file for every customer because we have shapes for every requirement. All sizes from 3 to 18 ins.

Send Us Your Order for Delta Files, the Highest Grade File Made

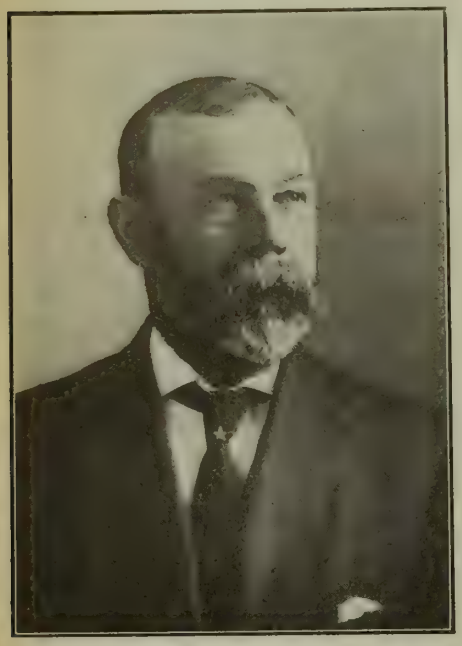
Wm. Stairs, Son & Morrow, Limited

EASTERN CANADA'S SUPPLY HOUSE

1810 **Halifax, Nova Scotia** 1910

In connection with sea fisheries Yarmouth was near, in fact the whole of Nova Scotia was near to the big market of United States. Violations of fishing laws were common, especially the lobster laws. He dealt with many other resources and went fully into the question so elaborately detailed in the resolution.

W. S. Loggie said the fishery question was one that required some explanations



CAPT. J. E. MASTERS, Moncton.

President-Elect Maritime Board of Trade.

It was a tremendous subject. Commissioners have sat and discussed protection to the lobster industry. Perhaps Mr. Jarvis was unaware that a government committee had agreed to repeal the lobster laws as to size limit, excepting St. John County and Charlottetown. The live lobster trade was a big factor. He referred to Captain Wakeham who had taken evidence regarding the live lobster catch. He recommended that the canning industry be abolished west of Halifax and the size limit of lobsters be nine and a half inches.

The department authorized inspectors last year to measure lobsters. The result was that it was recommended to abolish the size limit with the exceptions noted. He thought the Federal Minister's hands should have been strengthened by resolutions from local boards of trade. A great amount of time had been given by the government to the lobster question. He believed that after January, 1911, some new laws would be enforced by the government, regarding catching lobsters in the spawn.

Mr. Jarvis said what was wrong with the fishery troubles was the same as in the case of the roads—it was party politics. What Mr. Loggie said emphasized more than anything else that they must see to it that legislation be enforced to protect all natural industries.

Mr. Jarvis read a telegram from the Yarmouth Board of Trade asking that the next meeting should be at that place.

To Moncton Next Year.

Mr. Williams invited the board to Moncton. He was supported by Mr. Edgett who urged that the meeting should be held in New Brunswick.

D. F. McLean offered his invitation to Port Hood.

H. Logan said he would like to have the board meet in Amherst but he recommended that Moncton for special reasons be selected as the next meeting place. Mr. Logan made a motion to this effect, and was seconded by Mr. Jarvis, and it carried.

New Officers Elected.

The nominating committee then made its report as follows:—

President, W. F. Sumner, Moncton, N.B.; first vice-president, Capt. Augustus Cann, Yarmouth, N.S.; second vice-president, James Paton, Charlottetown; corresponding-secretary, Lea B. Read, Moncton; secretary, Thos. Williams, Moncton.

This report was adopted.

It was decided that letters should be drafted to the different affiliated boards asking them to reaffirm the resolutions passed at the Maritime board.

D. F. McLean moved, seconded by Captain Read that votes of thanks be accorded the Chatham Board of Trade. the Mayor, and the Press generally for all courtesies.

Captain Read referred to the sacrifice made by D. F. McLean, 1st vice-president in giving up the presidency under the circumstances.

There were many peculiar circumstances which made it necessary to have the board's chief officers come from New Brunswick.

Mr. McLean said he was only too delighted to make the sacrifice in favor of the Maritime Board.

The president paid a compliment to acting secretary Saunders, of Halifax.

A vote of thanks was tendered Past President W. B. Snowball. It was moved by W. S. Davidson seconded by J. Paton.

Mr. Sumner, who had been absent for a time was found and absolutely declined the position of president of the Maritime Board of Trade. He could not undertake the position in justice to the board and he did not think he would be in Canada next year. He appreciated the honor.

The nominating committee was called upon to get together and select a new president. They returned shortly with a new man chosen, in the person of Captain J. E. Masters, of Moncton, in the place of Mr. Sumner.

Motion to Raise Fee.

Mr. Bentley, of Charlottetown, gave notice of motion that next year the fee be raised to fifty cents per capita.

The board of delegates rose in a body and sang "He's a Jolly Good Fellow," in honor of the retiring president, W. B. Snowball.

Mr. Snowball replied briefly saying he had done his best to promote the interests of the board.

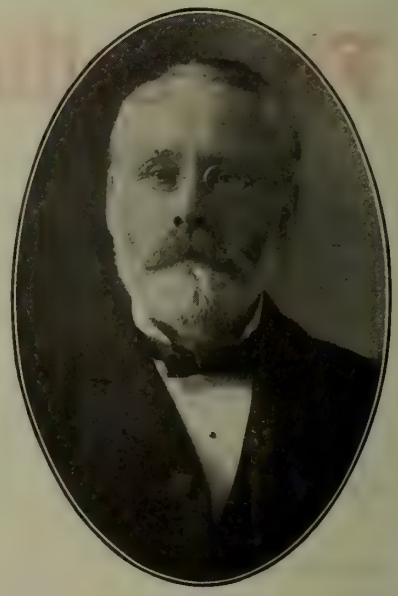
New President Takes the Chair.

Captain Masters, the new president was called to the chair.

He appreciated the unexpected honor and said that whatever time he could give to the board would be freely at its disposal. He had taken part in founding the first Board of Trade in Moncton. He believed with the assistance of the other officers that great work could be accomplished in the next year. The board would go on to bigger things, and he hoped that all the big boards would come back again making one big, harmonious success.

Hance Logan made a speech of compliment generally on conclusion, noting that a fine set of new officers were chosen; better, bigger subjects were dealt with and a splendid new life seemed looming up for the Maritime Board of Trade. He believed they should unite to make Moncton meeting the best on record. He moved, seconded by Captain Read that a vote of thanks be put on record to His Honor, the Lieut.-Governor, for his splendid banquet given Wednesday evening.

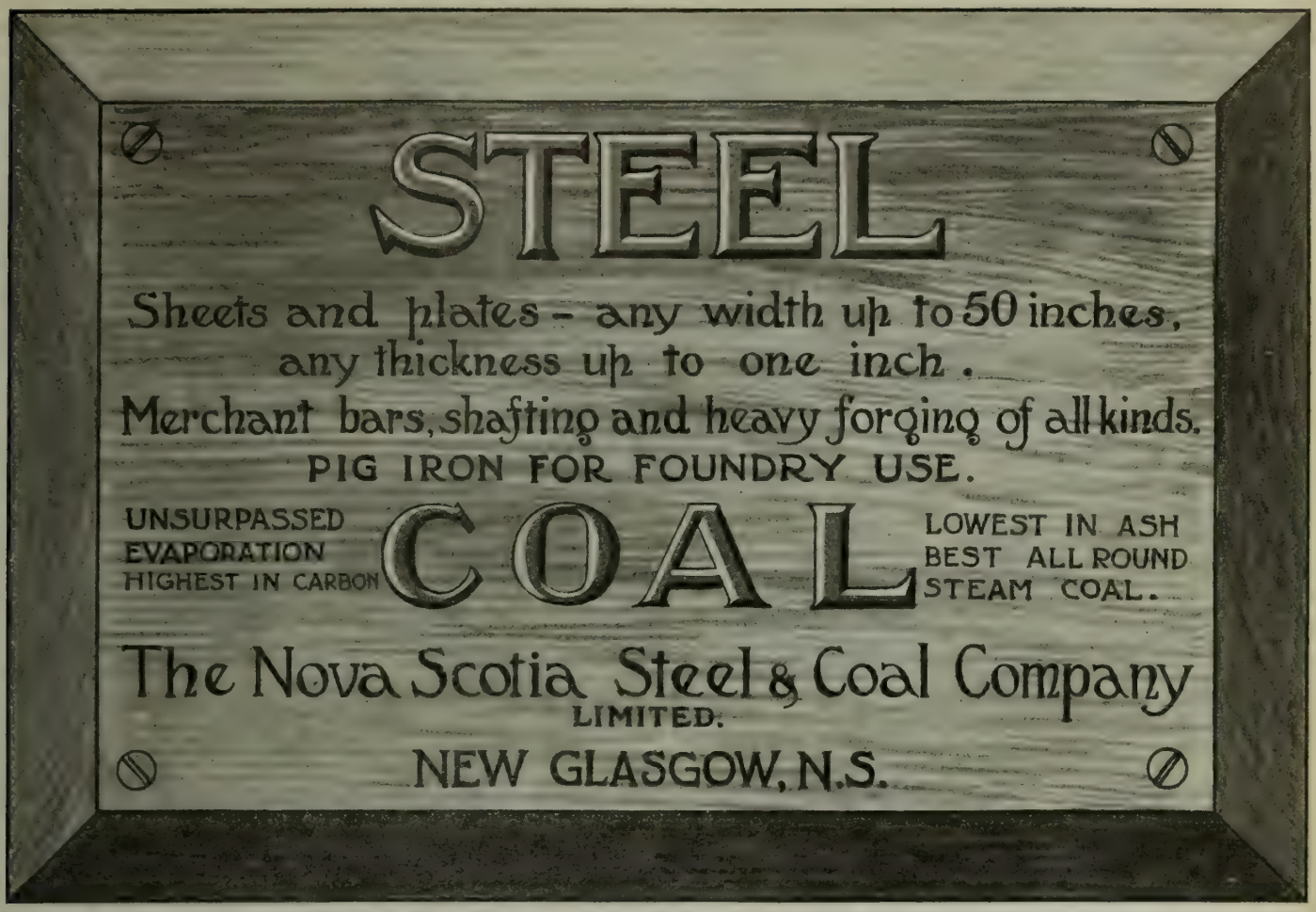
On Thursday afternoon the Chatham Board of Trade took the visitors on a



T. WILLIAMS, Moncton, N.B.,

The Newly-appointed Secretary of the Maritime Board of Trade.

delightful trip down the Miramichi River. Refreshments, music and speeches lent an attraction to the outing and the members and guests returned to the city, pleased with the open-handed hospitality of the Chatham officials.



ROGERS HARDWARE CO.

LIMITED

CHARLOTTETOWN, PRINCE EDWARD ISLAND

We carry a large and well assorted stock of Shelf and Heavy Hardware. We are sole agents for the JAMIESON'S Paints and Varnishes. Also for the celebrated RUBEROID. Remember the Slogan "If you want to make your roofing last use RUBEROID first."

Our travellers cover the Island thoroughly and no order is too small and none too large for us to handle.

To-day is the day to write us.

The Financial Position.

The report of T. Williams, auditor showed the following:

RECEIPTS.

1909.	
Aug. 19—Bal. on hand	$ 55.60
Aug. 19—1909 Subscription collections	21.00
1910.	
Aug. 17—1910 Subscription collections	179.50
	$256.10

EXPENDITURES.

1910.	
Salary Sec., C. M. Creed	$ 75.10
General expenses	97.96
Cash in bank $77.59	
Cash on hand 5.45	
	83.04
	$256.10
Subscriptions paid since opening of meeting ..	27.00
Unpaid subscriptions ..	72.20
Cash on hand & bank	83.04
	$182.24
Salary to acct of Sec. ..	75.00
Total resources	$107.24

Convention Notes.

D. B. Bentley, of Charlottetown, is one of the ablest young men who ever addressed the board. His speaking ability ought to find its appreciation in some good parliamentary honor.

Captain Masters, the new president of the Maritime Board of Trade, is a native of the East, hailing originally from St. John. He has been located in Moncton for the last thirty years where he has identified himself prominently with all the leading movements for the betterment of this progressive city. He is an old sea captain and carries the usual ruggedness of character without the roughness. He is a new style of official and it looks as if the Board had just sized up their needs in this appointment. W. F. Sumner, who was first choice, declined and it just happened that Mr. Masters was the strongest supporter of his friend Mr. Sumner, and he was urged into the position suddenly. He has served for years on the council of the city of Moncton and was the man who really established the Moncton Board of Trade. He should prove a strong officer. He is in the prime of life and it is exceptionally fortunate that the new secretary, T. Williams, of Moncton, is not only living in the same place but is also a strong man of many parts. Mr. Williams was for many years treasurer of the I. C. R. and it is a compliment to the Board that they have enlisted the services of such sterling men.

St. John's Method of Obtaining New Industries

Exemption From Taxes and Nominal Rental Charged Providing They do Not Conflict With Present Industries—Shipping Facilities Good.

Staff Correspondence.

St. John, N. B., Aug. 25.—St. John is known as one of the leading business cities of the east. Why this knowledge was established is based on the enterprise and energy of her merchants and manufacturers. The city is the terminus of two great trunk railways—the Canadian Pacific and Intercolonial—with another, the G. T. Pacific soon to be installed there. It has excellent river navigation, and is the great Atlantic winter port of the Dominion. Raw materials can easily be obtained and the finished product shipped under the best conditions. The climate is healthy and the long cool summers attract tourists. The local authorities invite industries of all descriptions and offer generous inducements to manufacturers to locate in the city.

To new industries coming to the city which do not conflict with those existing, St. John has power to lease land at a nominal rental and to exempt them from taxation for ten years. Some of the industries which at present have to do with the advancement of the city are the manufacturing of cotton, the pulp industry, lime quarry, fruit and produce trade and the fishing industry. Many varieties of wholesale trade are carried on, the leading factors being hardware and grocery lines.

Maritime Nail Company.

A representative industry in St. John is the Maritime Nail Co., whose plant was founded in 1894. The floor space covers 50,000 square feet. The products manufactured including hay wire, oiled and annealed fence wire, horse shoe nails and galvanized nails, etc. Some enlargements have recently been made to the building affording increased accommodation. S. E. Elkins, general manager, is a young man who has won for himself a place in the front rank of the St. John business men. He is keenly interested in the welfare of the city and his most notable fad is making a success of his business.



Lieut. Colonel J. L. McAvity

Josiah Fowler & Co.

The business of Josiah Fowler & Co., who for over 50 years have been manufacturing goods, has now grown to large proportions and extends all over the Dominion. In addition to Josiah Fowler, his son and his son-in-law, Mr. Barbour, are members of the firm. They produce chisels, hammers, blacksmith's sledges, etc. A specialty is made of automobile springs, they guaranteeing to manufacture springs that will not bend or break when used properly; they use exclusively a special English steel tempered by their own special preparation. A large business is also done in repairing these lines.

James Pender & Co.

Some special attention has been directed to James Pender & Co., lately by the newspaper reports that their business had been sold to the Dominion Iron Steel Corporation of Sydney. Mr. Pender, however, says that he is not aware that they are selling out to anyone. The Pender Co. is one of the best known nail manufacturing companies in Canada. "Jim" as head of the firm is known as a strong man who makes a specialty of thoroughness in all he undertakes, and in manufacturing horse nails and galvanized nails he guarantees to produce as good a product as care and money can manufacture. Mr. Pender is interested in the Maritime Board of Trade and especially in the welfare of the city of St. John. He is an enthusiastic politician and at one time contested in the Liberal interest a local constituency and was defeated by a small majority. He has two brothers in similar business in Australia and he does considerable export trade in his own lines. The Pender Co., employs in the neighborhood of 100 hands all the time and do a great business.

McLean & Holt.

One of the most successful stove manufacturers in the City of St. John are McLean & Holt. The firm name is somewhat a misnomer, as the business has for years been carried on by Lt.-Col. J. L. McAvity, who has developed the plant into one of the best equipped in

"Beaver Brand" Enamelled Ware



Plate D 300—BEAVER Porcelain Enamelled Pedestal Lavatory

In the above we show one of the latest original patterns of the highest class of enamelled ware.

For beauty of design, excellence of materials and pure whiteness of color our ware is excelled by none. This fact is evidenced by our rapidly increasing sales and the popular demand for "BEAVER GOODS."

We are exhibiting at the Dominion Exhibition at St. John, N.B., and at the Exposition at Toronto, where we invite all users of enamelled ware to inspect our goods and judge for themselves.

Our new catalogue "D," just off the press, is free for the asking if you have not a copy.

Sole Manufacturers:

AMHERST FOUNDRY CO., Limited

Factories and Head Office, AMHERST, NOVA SCOTIA

Agencies—For Ontario:

Monarch Brass Mfg. Co., Ltd.,
178 Victoria St.,
Toronto, Ont.

For Western Canada:

E. B. Plewes,
120 Lombard St.,
Winnipeg, Man.

A. O. Campbell,
350 Beatty St.,
Vancouver, B.C.

Canada. They make a specialty of manufacturing Glenwood ranges, which have a large sale, not only in the City of St. John, but in the surrounding provinces. These ranges are noted for their baking qualities and their durability and beauty. In addition to manufacturing ranges, they also make iron castings for railways and turn out steel brake shoes for the American Brake & Shoe Co. Their handsome retail store on Union Street is in charge of Mr. Irwin, who has made a name for himself as a seller of stoves, and also as an ad. writer and window trimmer.

Dunlop Rubber Tire Co.

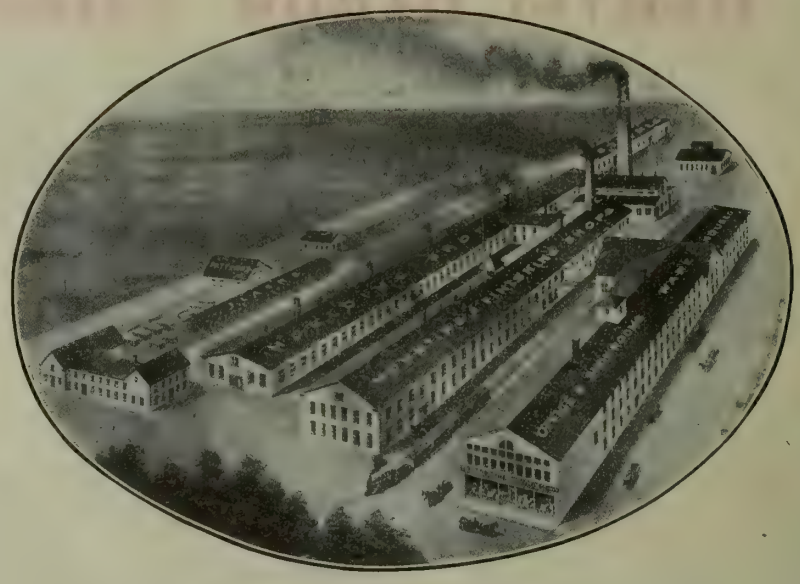
The St. John branch of the Dunlop Rubber Tire Co. are fortunate in having for their manager, Paul R. Hanson, formerly of the Canadian Rubber Co., Montreal. His abilities attracted the Dunlop Co., who were seeking success in the Maritime Provinces, and a little over a year ago Mr. Hanson made the change. In the limited field at his disposal, where new customers are not numerous and business has to be taken from the "other fellow," Mr. Hanson has "made good." He is identified with the local progressive social movements of the city, holds a commission in the militia, being identified with the automobile club and others.

Enterprise Foundry Co.

One of the most modern stove foundries in any country is that of the Enterprise Foundry, at Sackville. W. S. Fisher, of Emmerson & Fisher, St. John, organized this company many years ago, but the present factory was erected in 1908, after fire swept away their old property. It is the result of sifting experiences and observations all over the continent, and it certainly is a credit to the owners. They are making a specialty of stoves and ranges and are branching out into western Canada, where already they have a busy jobbing establishment at Saskatoon, with another agency at Toronto, where P. L. Stewart looks after the Ontario business.

Charles Fawcett Mfg. Co.

The Maritime Provinces have every reason to be proud of the large stove, range and furnace factory of the Charles Fawcett Mfg. Co., Sackville, N.B. The bright, clean, well-equipped factory is the result of over half a century of striving towards perfection. Not one detail of modern factory comfort has been overlooked. A glance at the picture reproduced will give some idea of the proportions of the premises. The warerooms are commodious and bright and extend over an area of 300x60 feet and three storeys in height. Tastefully disposed throughout are the various products of the factory, including an immense line of highly-finished steel and cast ranges, cook stoves, parlor and heating stoves, especially adapted to all kinds of fuel; new and improved hot air furnaces, portable or brick set, for heating and ventilating buildings of every description. Then, added to these, are Fawcett's patent portable farmers' boilers, plow castings, sinks, hollow ware, etc. The foundry is one of the finest in Canada. It is light and clean, and the molding work is done under the most favorable circumstances. The business was founded over fifty years ago by the late Charles Fawcett, and the sequence of life is proven by the fact that his two sons, Messrs. Charles and Horace, with Fred Ryan, are the active directors and managers in a stock company to-day which was established six years ago. Careful supervision of the work by the owners has a potent force in making towards excellent workmanship, and the products of the Fawcett Company are all backed by a guarantee. No better assurance can be given of merit than this one fact. The trade now extends from ocean to ocean, and their western business is well attended to by warehouses at Montreal, Winnipeg and Vancouver.



Stove Foundry of Charles Fawcett Mfg. Co., Ltd., Sackville, N. B.

Chatham, N.B., an Important Industrial Centre

Has Splendid Shipping Facilities — Lumbering is the Most Prominent Industry—A Delightful Residential Town.

Staff Correspondence.

Chatham, N.B., Aug. 26.—Chatham, where the Maritime Board of Trade held its sixteenth annual meeting, is the largest town in the northern half of New Brunswick. It is admirably located at the threshold of the Miramichi, tapping the largest lumber producing region of the province. It offers good facilities for all industries directly or indirectly allied to the trade.

Chatham has fine deep water facilities and when the deep dredging is complete it will be a port worthy of call for the largest ocean traffic. In fact in the exportation of lumber and other kindred products, including pulp-wood, Chatham has risen to be the third largest exporting port of New Brunswick, and in this special line is surpassed only by the commercial capital of the Province—St. John.

The population is only six thousand, but the variety of manufacturing plants located in the town is so great that one would think it had four or five times the population. Within a radius of two miles of the town there are two large pulp mills—The Miramichi Pulp & Paper Co., and the Dominion Pulp Co.'s mill, employing the year round four hundred men. Four lumber mills, including the J. B. Snowball Co.'s plant, the Miramichi Lumber Co.'s saw-mill (formerly the Hutchinson mill), the Damery & MacDonald's mill, and the Lyman mill, operated by the J. B. Snowball Co.

Two wood-working factories, those of the John A. MacDonald Co. and Walsh Bros., have large outputs and are to be further extended and equipped.

The Miramichi Lumber Co. also operates two large rossing-mills, the output of these mills being so large that a pulp mill is employed requiring twelve hundred men.

Directly opposite the town is the shingle mill of Turnbull and Monroe; and right in the town itself are two foundries—The Miramichi Foundry & Machine Works and the Miller Foundry.

In addition to these the W. S. Loggie Co. own a fish packing and canning factory, as well as a freezing plant. The fishing industry upon which this and other canneries depend for their supplies is also of great importance and contributes largely to the wealth of the inhabitants. Spring fishing alone, extending from January to March, is worth thirty thousand dollars to the fishermen outside of those who work in the canning-factories or are otherwise engaged.

The Motor with a Mark

The IMPERIAL Marine Motor

The All-Purpose, Up-to-date Motor

Equipped with the THER X
ODORLESS EXHAUST SILENCER
is the strongest combination of superior motor qualities

The Imperial Marine Motor is nicely designed, substantially equipped, strongly and simply built, and will develop great power from a small amount of fuel. The Imperial runs smoothly and frictionless, is simple and easy to control, every part is interchangeable and can be replaced at a moment's notice. The Imperial is the product of the best designers, engineers and mechanics, and the materials used in its construction are the best procurable. The Imperial Marine Motor is the strongest combination of simplicity, economy, durability and efficiency on the market and will give lasting satisfaction. It is made to stand the wear and tear of years and is thoroughly tested and inspected before leaving our shops.

Write us for a catalog—a card will bring it.

BRUCE STEWART & CO., Limited

CHARLOTTETOWN, PRINCE EDWARD ISLAND

Miramichi
Foundry and Machine Works

Mill Machinery, Shingle and Lath Machines, Castings of all Kinds, Iron Pipe, Valves and Fittings. Steamboats Constructed and Furnished Complete. Designs, Sketches, Plans and Estimates Furnished on Application.

F. M. TWEEDIE, - - CHATHAM, N.B.

TELEPHONE 23

The principal fish include smelts, salmon, bass, tom-cods, as well as the crustaceous clams and lobsters. The oyster output is also considerable, second only to P.E.I.

At present the Dominion Government is being tendered for the entrance of the railway into the town, same being a new route which will open up to deep-water frontage a large stretch of land heretofore almost untouched by railway facilities. The manufacturing possibilities are great. The authorities are willing to give all possible encouragement to all industries locating there and even in the event of no exemption being given, taxation is light, the assessment being made on a low rate. The action of the Federal Government in putting the I.C.R. through the town is considered one of the greatest accomplishments that could befall the town.

Miramichi Foundry.

One of the representative foundry and machine shops in Chatham is that bearing the name of the river on which the town is located, namely, Miramichi. This business dates back about a half-century, and is widely known throughout the provinces. About a year ago the business was taken over by F. M. Tweedie, son of the Lieutenant-Governor. He has maintained the old name, but has whipped new life into every department. Owing to his splendid connection, socially and commercially, a large and growing trade has been developed. During the year they have built a large boat for Sheriff O'Brien, have supplied machinery for tug owned by D. Sullivan & Sons, Redbank; have built a marine engine for J. W. & J. Anderson's tug, Jubilee, at Burnt Church, and rebuilt the tug Amy for W. J. Poupore, of Montreal. They manufacture edgers and other machinery for mills. They do repair work and casting for a large section of the province. They have also done considerable bridge building and have to their credit some large structures. Their plant is large and well fitted up, having the latest modern machine tools and some of the finest patterns to be found anywhere. Mr. Tweedie is prominently identified with the best interests of the city, and is an alderman, being also superintendent of dredging for the Poupore Contracting Company.

Miller's Foundry.

One of the thoroughly representative industries in the Town of Chatham is that of Miller's Foundry and Machine Works. This business was founded 17 years ago, and was known as the Gillespie Foundry. Mr. Miller, Jr., succeeded Mr. Gillespie 15 years ago. He died, and his father, Jas. Miller, then took over the works on his own account. The trade is largely with pulp and sawmills, and includes the manufacture of mill fittings, frictionless bearing metal, lathe machines and building of tug boats and launches. Brass and composition castings are a specialty of the company, and their work has gvien unfailing satisfaction wherever known. Their trade extends all over the province, and as Mr. Miller is a practical man himself he supervises all work in person, and guarantees satisfaction. The company are agents for the Lackawanna motor, which is said to be unsurpassed for working power and durability. James Miller is sole owner of the business, and has made a name for sound workmanship everywhere in the district. The works are located right in the heart of the town, near the deep-water wharves, and the plant is fitted up with all the latest machinery necessary or useful in carrying on this branch of trade.

The Sumner Co.

A notable figure at the meeting of the Maritime Board this year was F. W. Sumner, head of the Sumner Co., Moncton. He was chosen president unanimously and then declined the honor, owing to good and sufficient reasons explained in the report. The Sumner Co. is one of the oldest established shelf and heavy hardware houses in the provinces. The business was founded by the father of the present proprietor fifty years ago, and was always successful. Mr. F. W. has lived all his life in his native town and has done a great deal for Moncton. A great traveler, he always held up-to-date and advanced ideas of civic government, and put many practical ideas into force in the city, which have been a boon to all residents. A fine red sandstone structure is their place of business, and it is easily the largest store in Moncton. Four storeys in height, and fitted throughout with all modern contrivances and labor-saving devices, the premises are models in their way. The windows are noted for their artistic dressing. A specialty is made of British plate glass, one of the largest stocks in the provinces being carried. Mr. Sumner also owns a fleet of vessels which trade extensively between Canada, the West Indies and United States. He has been engaged in the lumber business, but has now transferred his attentions to the new discovery of oil wells and natural gas near the city. The development of these wonderful oil wells is in a measure due to the untiring determination of Mr. Sumner that there was oil there. He is president of the New Brunswick general hospital, of the New Brunswick Petroleum Co., which gave the option to the Maritime Oil Co., now looming into prominence. His buyer and general manager, Percy Dickson, who has been with the firm since July, 1889, is one of the keenest and shrewdest young men in the Canadian hardware trade.



R. PERCY DICKSON,

Manager of the Sumner Company's Hardware Business at Moncton.

N. B. Wire Fence Co.

A thriving and well-managed enterprise is that of the New Brunswick Wire Fence Co., located in the thriving city of Moncton, they being the only manufacturers of wire fences in the Maritime Provinces. During the past year their premises have been entirely rejuvenated. The company was formed in 1901, in a comparatively small way, and owing to the energy and ability of the management they have developed a solid and extensive business. In their premises the floor area equals 4,000 feet, and the factory is fitted up with the latest modern machinery. For instance, they have a wire-making machine, which is capable of finishing 400,000 rods of complete fencing each year. During the season there are sometimes 150 men engaged in the establishment and on outside contracts. The company manufactures woven wire fencing, cold spring fencing, plain and ornamental fencing and gates, staples, wire window guards, wire covers, waste baskets, flower-bed guards, trellis guards. Shipments are made all over the province and as far west as Montreal, travelers covering this territory regularly.

About the Capital of the "Garden of the Gulf"

Charlottetown is Recognized as One of the East's Most Beautiful Cities—Dairying One of the Island's Prominent Industries—No Automobiles Allowed There.

Staff Correspondence.

Charlottetown, P.E.I., Aug. 26.—Charlottetown is known as one of the most beautiful cities in the Maritime Provinces. It is the third in size of the eastern cities and is admirably located on the sheltered side of Prince Edward Island. It was in 1768 that Morrison Deschamps founded the place, and it was incorporated in 1855. The harbor is one of the finest in the world. It is open to the ocean and is located at the confluence of three rivers—York, Eliot and

J. H. ROPER

Representing
JOHN SHAW & SONS
Wolverhampton Ltd.
WOLVERHAMPTON
General Hardware and Metal Merchants

GENERAL HARDWARE AND METAL AGENT

LOWEST QUOTATIONS ON

Coil Chain, Bar Iron, Steel (Toe Caulk, Tire, S. Shoe and Spring), Hoops, Bands, Black Sheets, Tinned Sheets, Tin Plates, Canada Plates, Sheet Lead, Sheet Zinc, Cast Iron Soil Pipe, Sash Weights.

Enquiries Solicited from the Jobbing Trade.

Office and Sample Room: 433 Coristine Building, Montreal



Hillsboro. The island is well named "The Garden of the Gulf," and Charlottetown is the capital of the "Garden" Province. It is also the principal city and a thriving business is carried on during the summer months. Steamship service is adequate, and it is the headquarters of the Charlottetown Steam Navigation Co., whose boats ply between the island and the mainland. It is a regular Mecca for tourists and for half a century it has been known as one of the healthiest spots in Canada. Tourists flock to the island in increasing numbers every year. Everywhere it has a beautiful appearance, and the town itself is a "garden" indeed. It is so surrounded by water that it is never hot, even in the extreme heat of summer weather. All the streets are regularly laid out and are lined with trees. In the heart of the city are public gardens, which are a credit to the city. Good lighting system, the best of water, and modern sanitation make Charlottetown an ideal place to live in.

Bruce Stewart Co.

Since last year Bruce Stewart has formed his company into a limited corporation. They have had a very successful year and are easily the leading firm on the Island for foundry and engine works, as well as being manufacturers of the Imperial Marine Gasoline Motor. These motors have gained great favor all over Canada and the greatest difficulty now is in meeting the demand, It is quite likely that Mr. Stewart will be compelled to enlarge his factory. He claims to have the best gasoline motor manufactured anywhere and the demand for it would certainly verify his belief. Many fishermen have installed this gasoline motor in their boats. The engines are equipped with what is said to be the most up-to-date sparking and carburettor device in America. Personally, Bruce Stewart is an open-handed, clever Scotchman, who would make a success of anything he undertook.

Rogers Hardware Co.

The Rogers Hardware Co. of Charlottetown, is one of the oldest in the Maritime Provinces. It was founded away back in 1857 and originally was known under the firm name of Dodd & Rogers. It was not many years until Mr. Dodd retired and the Hon. Benjamin Rogers became the sole proprietor. Lately he has retired, and his sons, George and Benjamin, with others have formed a limited company chiefly a closed corporation within the family. They have a handsome store facing on Queen St., fitted thoroughly with a complete stock of shelf and heavy hardware, paints and all accessories to the hardware business. They sell all over the island and to some extent in the other provinces. Travelers cover this territory. They represent exclusively Jamieson's paints and Ruberoid roofing. The wholesale department is kept distinct from the retail, and a large and growing business is done. Hon. Mr. Rogers, father of the present active members of the firm, was for years a member of the local legislature and is a director of the Charlottetown Steam Navigation Company and the P. E. I. Telephone Company. The family residence, "Fairholm," is one of the most beautiful in Charlottetown. Benjamin Rogers, Jr., is at present the Mayor of Charlottetown. He is a keen, capable business man and is thoroughly alive to the best interests of his native city. His brother, George, is the buyer for the firm.

Nova Scotia's Capital and its Trade Importance

A Business Awakening There and Trade is Excellent—Beauties of the Historic Capital—An Educational Centre of Outstanding Prominence—An Active Board of Trade.

Staff Correspondence.

Halifax, N.S., Aug. 25.—A business awakening has taken place in Halifax.

The doings of the past with those military traditions have now faded and the business men are developing a belief in activity generally. A large percentage of the business men of Halifax are wealthy. It has become their hope to take life easy, devoting a large portion of their time to the enjoyment of life. Everywhere reports are that business is good in Halifax this year, and this is only a reflection of the conditions existing all over the Maritime Provinces. The city itself is noted for its magnificent harbor; the shipping facilities are good and the local authorities offer encouragement to all new industries.

The newest thought of stimulant which has struck Halifax is the taking over by the C. P. R. of the Dominion Atlantic Railway. This has engendered a new hope everywhere, based on the assumption that the great Canadian railway, which has made the west, will whip new life into the east. Halifax is the centre of probably the finest educational facilities in Canada. It has splendid schools, all equipped for the best of education; they include military schools, business colleges, medical schools, two theological schools, two conservatories of music, the Ladies' College, seven convents and a university for higher education.

The port is open in winter, and the accommodation is excellent. At the Maritime Board this year mention was made on the movement on the part of the C. P. R. to get hold of the D. A. R. No reference to the eastern provinces could be made without mentioning the beauty of the Halifax harbor and the city. The public gardens are said to be unequalled anywhere; they cover seventeen acres, and a magnificent display of flowers and trees delights the eye.

The Northwest Arm is one of the most delightful spots in the world, where can be seen bathing and other sports for young and old throughout the season. The Waegwltic Club have developed a strong social establishment and privileges are made more difficult to obtain than formerly, thus giving an exclusive tone which will be the making of the club. Halifax is essentially a city of tone everywhere, and the wealthy class is notable to all visitors.

The Board of Trade.

The Halifax Board of Trade is one of the most active in Canada. It is well illustrated by the fact that in a city of slightly over a population of 50,000 there is a board of about 600 persons. They have moved their attractive quarters down the street, and Mr. Saunders, the secretary, is still in charge. He has added to his duties, temporarily, lately, those of the secretary of the Maritime Board of Trade.

A. M. Bell & Co.

Last March this well-known hardware business was formed into a limited stock company, the name of the company being changed to A. M. Bell & Co. The Board of Directors is composed of A. M. Bell, president, A. B. Wiswell, vice-president and treasurer, Harry H. Dalton, Ralph P. Bell, secretary, Arthur W. Morton.

The individual members of the firm have been identified with the business for many years and are well-known in Halifax. The business was founded in 1874 by A. M. Bell. Mr. Wiswell joined Mr. Bell in 1896. Their store is one of the finest in the east, the floor space totaling over 30,000 square feet. R. P. Bell is a son of the senior partner and has a sound business training, and, having spent three years in the Northwest, he brings to the business many ideas obtained in another field. The same successful relationships which have always attended their business will no doubt be carried on in a high degree in the future.

Cragg Bros. & Co.

Cragg Bros., have one of the most attractive hardware stores in Halifax. They make a specialty of having high grade goods, especially sporting goods. The firm do a high grade club trade in sporting goods and a large family trade in cutlery. They have a specialty of high grade cutlery of all descriptions and carry a varied stock.

Amherst Foundry Co.

The Amherst Foundry Co., located in the thriving town of which it bears the name, is growing stronger every year. They are known now from one end of the Dominion to the other for their fine bath room enameled ware, etc. The individual members of the firm have made

(Continued on Page 64.)

Building Materials for Sale

Dimension Lumber of all Kinds Cut to Order for Building Purposes

Sills and Frames. All grades Spruce and Pine Deals and Boards. Laths, Cedar Shingles and Box Shooks

Having installed one of the largest and most modern Planers and Matchers, we are prepared to fill orders for Spruce Flooring, Spruce, Pine and Hemlock Sheathing, Hardwood Flooring, etc.

See Our Stock and Get Our Prices

J. B. SNOWBALL CO., Limited
CHATHAM, N.B.

An Important Question

The most important question stove dealers have to face at this season of the year is what line of stove they will stock up for fall and winter trade.

Every stove dealer wants to handle the best line of stoves on the market, because of the bearing it has on the other departments of his business.

Sell a customer one of our stoves and you will have a satisfied customer, one who will not forget you when purchasing other lines which you handle.

Secure our catalogue before placing your order.

The New Burrell-Johnson Iron Co.

YARMOUTH, N.S. Limited

HARDWARE AND METAL

Established 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Addresses :

Canada: Macpubco, Toronto.
England: Atabek, London, Eng.

OFFICES :

MONTREAL - - 701-702 Eastern Townships Bank Bldg Telephone Main 125
TORONTO - - - - - 143-149 University Avenue Telephone Main 7324
WINNIPEG - - - - - 511 Union Bank Building Telephone 3726
VANCOUVER, B.C. - - - - - H. Hodgson, 11 Hartney Chambers
LONDON, Eng - - 88 Fleet Street, E.C. E. J. Dodd Telephone, Central 12960
NEW YORK - R. B. Huestis, 1109-1111 Lawyers' Title, Insurance & Trust Building Telephone, 1111 Cortlandt
FRANCE - - - - - - John F. Jones & Co., 31bis Faubourg Montmartre, Paris
SWITZERLAND - Louis Wolf; Orell Fussli & Co., Zurich

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.
PUBLISHED EVERY SATURDAY.

MARITIME MAIL ORDERS.

W. B. Snowball, past president of the Maritime Board of Trade, touched the right key when in the course of his address at the annual convention in Chatham, N.B., last week, he referred to mail-order competition.

He is one of New Brunswick's big business men and knows the effect that the continuous sending of money out of a community will have on that community. This is what he said :

"Too much money is being sent out of our provinces to the large departmental stores of the western cities. Our people should have it impressed on them that where money is earned it should be spent as far as possible, if they wish to advance the prosperity of the towns in which they live. We need the merchants and they need the customers, and only as they help each other can both prosper. The merchant must cater to the wants of the community by keeping what goods are required at reasonable prices, and the community should patronize home merchants if they want good shops. Money kept in circulation in a town does good in that place, but send it away and it helps the other places."

He has pointed out that both the prosperity of the community and of the merchants are interdependent and must be always associated if ultimate success is to be reaped. The merchant, however, must fill the desires of the consumer at reasonable prices, quality, quantity and service considered.

Just now one of the large mail order houses is sending or preparing to send some 400,000 catalogues—fall and winter goods—from Toronto and 350,000 from Winnipeg to householders all over Canada. If no energetic plans are worked out by the merchants to counteract these books, how much money is going to go from all parts of the country to this mail-order house ?

This is a problem to be looked squarely in the face.

EATONS AT FALL FAIRS.

The fall fairs held in county centres during September have great advertising value. This fact is recognized by one at least of the large city mail order houses. Hardware and Metal is reliably informed that this house has been making arrangements to run a series of free moving picture shows of their stores, factories and service equipment on the country fair grounds, simultaneous with the display of local products.

Such a show is, of course, intended to strengthen the hold of the mail order house upon its local customers and encourage the long-distance shopping habit, as well as suggesting the initial step to others who perhaps had never tried it.

Now, the local merchant contributes to these fall fairs. When there is not sufficient money in hand or receipts fall shy of the prize money, he it is who has very often to go down into his pocket to help out the deficit. The local merchant, too, recognizes that the fair has an advertising value to the town as well as to his store. He helps decorate and uses and pays for any advertising spaces that may be available to him. The fair brings his country people to town and he does everything possible to convert the occasion into a good business opportunity. Into every feature of it is introduced local loyalty.

There are some avenues of mail order ingress which cannot be very well controlled by local merchants, but the local fair is not one. If they are alive to their interests the merchants will not only see that the directors entertain no such proposition, but that no donation is solicited or accepted from the mail order houses. Every effort should be put forth to preserve the local character of the fair and to make it a local success. The merchant has the situation entirely in his hands. He will see that it is a stepping stone to his and not the mail order house's success.

OTHER PROVINCES NOT BLAMELESS.

The extra-provincial tax of British Columbia is a menace to inter-provincial trade. There is no doubt about it, and no one denies it. It is a sort of McKinley Act levied against the other provinces composing the Dominion. But while this is true, do not let us who live and do business outside British Columbia play the hypocrite.

Several of the provinces have rather drastic laws on their statute books in regard to extra-provincial companies. In Ontario, for example, the penalty for non-registration is the same as in British Columbia, namely, $50 a day for the company and $20 a day for the agent or representative. And then some that have not extra-provincial taxes, permit municipalities to levy taxes upon commercial travelers, which is even a more irksome form of taxation.

Wherein the British Columbia Act chiefly differs from similar Acts on the statute books of Ontario, Quebec and Manitoba is in its enforcement. British Columbia seems determined to strictly enfore the law; the other provinces that possess a similar law are in the main unconcerned about its enforcement. The Vancouver Board of Trade has failed to induce the Attorney-General to suspend the operations of the Act for even six-months.

The enforcement of the law will certainly interfere with trade relations between British Columbia and the other provinces. But the tax of $25 to $250, according to the capital stock of the company, is not the worst feature of the legislation. It is its narrow provincialism that is most to be deprecated. It is nationalism, not provincialism, which should be the aim of every Canadian to develop. Before, however, the business men of eastern Canada seriously undertake the modification of the objectionable British Columbia Act, would it not be well for them to begin at home? Their laws, in practice, may not be as aggressive as that in British Columbia, but they are on the statute book, and as long as they are thereon they can scarcely, with clear consciences, undertake the regeneration of their fellow sinners in the Pacific Province.

It takes years to develop a distinctive store character. Has your store one? It is not a matter of such moment in what line you develop it, but your store should be pre-eminent in at least one thing. To have the "best" and always the best in any one line will give you an anchor by which to hold the buying public. This can never be done in a month or a year. It has to be fostered and advertised continually from year to year, and even then you must be always on the qui vive that no one takes it away from you.

A. M. BELL & CO., LTD.

"We Want Your Orders, Sir."

We want to sell you your next order of hardware Mr. Dealer. We have many other things besides hardware to talk to you about. When you get into the habit of dealing with a house like A. M. Bell & Co., Ltd., you can always be assured that your interests are being protected.

RELIABILITY—that has been the keystone of our success, and our many, many customers have received the benefits of our "square deal." We want you to write us, if you are not already a customer of ours, and even if you are, we are always pleased to hear from you. You will find some of our lines enumerated in the following:—

GUNS and RIFLES in English, German and American makes. Also the best in Canadian Guns and Rifles.

SPALDING SPORTING GOODS—Supplies for every known sport and game. We are Agents for Spalding's. Also for Slazenger Tennis goods.

BUILDERS' HARDWARE—Everything in the line of Trims. All the best known lines.

SKATES—Such as the famous "Starr" make and Boker's.

KITCHEN FURNISHINGS—Everything that a well-ordered kitchen requires. We would like you to write us and we will be glad to send prices and have our traveller call. Can't we hear from you?

In FISHING SUPPLIES we handle everything for deep sea, river and lake.

ELEY'S AMMUNITION—We are agents for this famous ammunition and have at all times a large assortment of these goods on hand.

LUMBERMEN'S SUPPLIES—Peavies, Boot Calks, Axes, Chains, etc. We are headquarters for these goods and will be pleased to quote bottom prices upon request.

HAYING TOOLS—Farming Implements of all kinds, including a large assortment of Haying Tools from the very best makers.

WOOD'S ICE TOOLS—These goods have been handled by us for a good many years and are every year increasing in popular favor, as is evidenced by the largeness of the sales.

A. M. BELL & CO., LTD.

Granville St., Halifax, N.S.

We use exclusively high grade ENGLISH Steel in our BEST Quality Axes.

ESTABLISHED 1865

THE

JOSIAH FOWLER CO., LIMITED

MANUFACTURERS OF

AXES

Edge Tools

Striking Hammers and Sledges

Car and Carriage Springs and Axles

Hatchets, Chisels, Draw Knives, Etc., Etc.

AUTO SPRINGS one of our specialties

WRITE US FOR PRICES.

Works: 97 to 111 City Road, St. John, N.B.

HOCKEY STICKS

We want your orders for Hockey Sticks, and are in a position to supply the best hand-made sticks on the market.

CRAGGS RED DOT

Write us for prices and particulars of ***Red Dot Hockey Sticks.***

CRAGG BROS. & CO.

Cor. Barrington and George Streets

HALIFAX, N.S.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Tin—Now 36c.
Turpentine—1c.
Linseed Oil—3c.

Toronto.

Linseed Oil—Up 2c.
Tin—Advanced 1c.

MONTREAL.

Aug. 26.—Barring an increased firmness in tin, the local markets are unchanged from last week. Owing to the continuance of the manipulation in London tin, local prices are now generally around 36c. Copper is somewhat weak at 13½c. Orders generally are coming in well for the month of August. Some are anticipating a record month, and generally it is expected that the aggregate business will be above the average.

Orders are naturally still of a hand-to-mouth character. Users buy as they want, while the bigger men who have not yet placed their fall contracts are nibbling before they do anything. Generally the tone of the trade, despite the state of copper and the depressed condition of the iron and steel situation in the States, is very good, and prospects are considered healthy.

The pig iron situation in Canada is much about the same. Production is going along steadily, with prices firm. New business is inclined to be easy. Production in the States is still enormous, although some restriction has been enforced. As new business has been light for some months it is evident that the furnaces are running on old orders which must soon be finished out. Prices are still on the soft side. The only remedy for the present state of affairs is to cut production down much more rigorously, and for melters and pig iron manufacturers in future to do less gambling in placing contracts.

Pig Iron—Imported pig is moving steadily. Users continue anxious to take delivery, and there is evidently little stock accumulating on their hands. It seems probable that this winter there will be a repetition of last one, that is so far as difficulty in getting iron is concerned. Cleveland warrants are keeping up well, and there seems to be a very good tone in the old country. Good Scotch grades are well maintained. The situation in the States is about the same. Prices have not further softened, but there is little new business coming in so that the future is not so encouraging as it might be. The disparity between production and consumption is causing uneasiness to the blast furnaces.

Tin—The control of the London market by the bull party advanced figures sharply and naturally local prices firmed in sympathy. Jobbing prices are now firm at 36c. Trade on the whole has been steady despite the advance, showing that users are without stocks and want metal all the way along. Inquiries are improving with the advance in prices. The syndicate in London for the time being have things under strong control. Supplies are concentrated in New York, and holders are careful in selling.

Copper—Copper is undisturbed at 13½c with business fairly steady. Inquiries have fallen off somewhat, and there seems to be less interest taken in the market. The situation in New York is about the same. The undertone is weak, and the English market is not helping things at all. The domestic demand is quiet while the foreign smelters are not buying actively. It is probable that statistics will be less favorable during the next few months than in July. All the time production is going along merrily.

Spelter—Spelter is unchanged. The demand is fair, with inquiries easy. The London market keeps up well, while there is an improvement at St. Louis. Spelter is not spectacular, however, in its daily proceedings.

Lead—Imported and domestic lead are unchanged. Fair trade is offering, and merchants seem satisfied. The English market is about the same, with a weak undertone.

Scrap—The scrap market is practically unchanged. Buying continues quiet. We quote: Heavy copper wire, 11c; light copper bottoms, 9½c; heavy red brass, 8c heavy yellow brass, 8c.; light brass, 6c.; tea lead, 2½c.; heavy lead, 2¾c.; scrap zinc, 3c.; No. 1 wrought iron, $12; machinery cast scrap, No. 1, $16; stove plate, $12.50; malleable, $9; miscellaneous steel, $5.

TORONTO.

August 26.—The undertone to the whole metal market is better this week, although passing trade is being pushed for and accepted at lower figures. English and Scotch irons hold fairly well at the old figures.

In the United States there is still a cry about over-production of pig iron, although there is a curtailment of nearly 20 p.c. since February last. There is a slight improvement in the finished steel market. Curtailment of ore receipts from Mesaba has been enforced, and there is a noticeable slackening in the ore movement.

The English iron market is steady, with prices holding fairly firm.

Copper seems to be the most interesting metal at present, and whether or not production will be lessened is the most talked of topic.

Tin has advanced again. This is the only price change in the local metal market of the week.

Pig Iron—A fair movement of small lots has been in evidence this week, and there is a good undertone to the market because of near approach of fall. There is a disturbing element present, however, in that while actual quotations are unchanged there have been offerings at somewhat less figures than are generally prevailing. No. 1 Canadian foundry iron is at $20, and No. 2 at $19.50, f.o.b. furnace. This is for both Hamilton and Midland. Toronto prices are 50c. above these quotations. Middlesboro No. 3 is $20. Summerlee No. 2, $22.50; Cleveland No. 1 and Clarence No. 3, $20.50 and $20.75 respectively. Scotch irons are about the same figures. Jarrow is $20.50 and Glengarnock, $22.50.

Copper—The most prominent metal at present is copper, and on every side there are opinions expressed as to the outlook for the metal. Whether there shall be curtailment of production is a lively issue. The Utah properties are especially interested in this. Locally very good business is being done, and the situation looks better than for some time past. The quotation is yet $13.50. Copper is being increasingly used in consumption by manufacturers of copper sulphate, which is largely used for the destruction of scale and insects in the orchards of the world. It is used more extensively abroad than in Canada or the United States, particularly in France, in the vineyards, and it is claimed that the bulk of the Rio Tinto production is used for this purpose.

Tin—This metal is still rampant, and has made another advance of 1 cent over last week's high figure. The local quotation is now 36½c. It is still rising in the primary markets, though it is said to be well controlled.

Lead—The improvement noted in this metal if late has led to very active business, so much so that, locally, it looks as if higher prices would rule. Domestic is still at $3.75, with imported at $3.80.

Spelter—Active business is now passing in spelter. Prices remain unchanged at $5.75. The improvement over a month ago is great.

Sheets and Plates—New work now doing has stirred up these commodities and more trade is passing than a week ago. Prices hold unchanged.

Old Materials—The scrap metal and old material market continues very quiet so far as regards buying by consumers, although deliveries on old purchases are being taken a little better. There is considerable swapping between dealers. The trade expresses the belief that now the bottom has about been reached, and the market should advance later on. There have been no changes locally, dealers offering for heavy copper and wire, 10½c; light copper bottoms, 9c; heavy red brass, 9½c to 10c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3½c; No. 1 wrought iron, $10; machinery cast scrap No. 1, $14.50; stove plate, $13; malleable, $8; miscellaneous steel, $6; old rubbers, 8½ to 9c.

P. O. Box 70 Telephone 15

CROWELL BROS.

Ship Chandlery and Hardware

Cutlery, Cordage, Canvas, Paints and Oils

Builders' Hardware and Mechanics' Tools
Iver Johnson Bicycles
Head of Commercial Wharf

Halifax - N.S.

Agents for
Sherwin-Williams Paints
New Jersey Copper Paints
Dick's Engine Oils
Iver Johnson Guns and Revolvers

Miller's Foundry
AND
Machine Works

Brass and Iron Foundry

Mill Machinery
Fittings
Frictionless Bearing Metal
Lath Machines
Can Die Repairing

TUG BOATS AND LAUNCHES

Lackawanna Marine Motors

Chatham, N.B.

5.00 A DAY

YOUR SPARE TIME!

Are you making any use of your spare time? Most everyone is willing to do a little extra congenial work if the way is made plain and the money good enough.

EARN $5.00 A DAY!

Sounds big, eh? But it's not more than you can earn working for

BUSY MAN'S MAGAZINE
CANADA'S LEADING MONTHLY.

We want Salaried Agents in every town. Are you going to be the first in your district? We give a most liberal commission on all orders.

Subscription, $2.00 per year. Write for details of our proposition and DO IT NOW.

Busy Man's Magazine, UNIVERSITY AVE. TORONTO

5.00 A DAY

HARDWARE MARKETS

MONTREAL.

August 26.—The demand has shown stimulation the last week, and not only are general lines going out well, but a steady movement has started in fall goods such as lanterns, sleigh bells, cow ties, weather strip, and horse blankets. House cleaning lines are also prominent.

Sporting goods however are showing the greatest activity. and most encouraging orders have been received for guns, ammunition, hunting knives, canvas clothes, and other necessaries. Hay wire is also showing more strength.

No important price change is announced. The undertone to the markets is very firm, and general confidence is expressed as to fall trade. Travelers report that the opinion is generally expressed among the trade that the fall will show great business. There is this much towards it, that the crop reports are very favorable, and farmers are in good spirits.

Seasonable Lines.—Sporting goods are moving most prominently, that is in the hunting way, guns, ammunition, and all the other requisites, selling most steadily. Some orders for skates have also been turned in. General house cleaning lines are prominent owing to the return of householders from the country. Lanterns, sleigh bells, cow ties, staple requisites are now commencing to move for immediate delivery. Lumbermen's tools are about the same strength.

Builders' Hardware.—The demand maintains its strength, and there is a well distributed movement to all parts of the country. Prices are firm and we quote: Lock sets (inside), $4.25 per doz. and up; lock sets (outside), $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½c to 33c.

Bolts and Nuts.—The demand is very good for general sizes. Stocks now in dealers' hands are not heavy. Nails are in strong demand. Prices are unchanged and we quote: Discount on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Heavy Hardware.—Bar iron, mild steel and chain are good movers. The market is unchanged, and we quote: Chain coil, ¼, $5.25; ⅜, $3.80; ½ $3.50; ¼, $3.25; 1, $3.25; anchors, 4½c. lb. up; merchant bar iron and mild steel, $1.90; steam gauges, $1.50 each up; injectors, $4 to $18 each; and steam gauges, 35c to 80c.

Wire—Hay wire is selling better, while other lines are steady. We quote: Barb wire, car lots. mixed, $2.45; small lots, $2.50; plain twist, car lots, $2.75; small, $2.80. Galvanized wire, No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b. Montreal. Coiled spring fencing, $2.30 straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.35 base. Staples, bright, $2.60; galvanized, $2.85.

TORONTO.

August 26.—The hardware trade has developed great activity since last market report, and the jobbers say there is quite a rush. The holiday season is about done, though next week will see the Toronto Exhibition in full swing and a number of hardwaremen in town to do their own buying, as well as see the season's stocks.

Fall and early winter lines are inquired for, though shelf and seasonable lines are most prominent goods passing out in shipments. To individualize, demand runs to lock sets and other builders' hardware lines. There is, too, a splendid trade in ammunition and guns. Family cutlery and hunting knives have sold well during the whole week, and there is opening up a good call for ready roofing supplies.

Prices hold very firm and unchanged despite the lower prices quoted on some metal products, especially wire goods, in the United States.

Seasonable Lines—Present orders run to general shelf hardware. Agricultural tool demand is easier, though hardwaremen in country points state they are enjoying better trade now than for a month past.

Builders' Hardware — With the advancing season all kinds of building materials are growing in demand, with a good call for lock sets. Small knockers for hotel and residence interior doors are a new line, and there are also some combination bronze and silver door sets of English make being shown. Wire nails are active, and so are building and roofing papers, felt and metal coverings. Ready roofing lines are beginning to move in good volume. Bolts and hinges are selling splendidly. Hinge manufacturers are now listing their goods in dozen pairs instead of sets, as formerly.

Household Goods—Housecleaning and kitchen goods are experiencing a revival of trade. Sales are steady and increasing. Preserving utensils are in good demand.

Wire—The past two weeks have witnessed a general improvement in the demand for barb wire. Jobbers report good business, though make no comparison with past years. Annealed fence, barb and hay wire are the most prominent lines. Prices unchanged.

Bolts and Nuts—Demand continues steady and satisfactory with old prices prevailing though there is a tendency towards firmness. Indeed for small lots 5 to 10 per cent. advanced prices are asked.

Heavy Hardware—Structural steel is exceedingly active, and all lines of bars, pipe and rods are showing increased strength. Pipe for steamfitters' use is scarce again, as has been the case at this time of the year for the past several seasons. Some buyers are said to be stocking up for their own use later on. Machine goods are beginning to have a fair call.

Sporting Goods—Inquiry shows that demand for guns and ammunition will be heavy next month. Already good business is passing for these articles. Hunting and camping goods and outfits are expected to figure largely in sales.

NOVA SCOTIA'S CAPITAL AND ITS TRADE IMPORTANCE.

(Continued from Page 58.)

a special study to develop durability in every article manufactured. They manufacture also a large number of stoves which are sold largely in the Maritime Provinces. In Western Canada they have developed a large business in their plumbing supplies. The directors of the firm include: J. A. Grosman, who is supervisor of the manufacturing; W. N. Knight, who is the business getter on the road; also C. A. Black and C. A. Lusby, secretary.

Nova Scotia Steel Co.

It is now thirty-eight years since the Nova Scotia Steel & Coal Co. was established at New Glasgow. It was first known as the Hope Iron Works, with eight or ten employees. In the beginning it was located in the upper corner of the Graham ship yards, and the principal product was iron ship knees. Of course the development into the magnificent proportions of to-day is one of evolution. It is interesting to know that this company was the pioneer of the steel industry. Since then the concern has developed into one of over $500,000 capital, and five thousand persons on its pay-roll. In addition to manufacturing and producing iron and steel and highly finished products, the company carries on extensive lumbering operations, and operates two railways, and a shipping line of twenty steamers.

"Scotia" is the name under which this organization is popularly known. It has been built up under energy and ability. This company was the first to wash coal and make coke, and also made the first steel ingots produced in Canada. The great variety of products has helped the success of the company. It has three successful and independent branches, namely—mining iron-ore, mining coal, and producing iron and finished steel products.

DELEGATES TO CONVENTION.

The following is a list of the delegates to the Maritime Board of Trade Convention:

NOVA SCOTIA—Port Hood, D. F. McLean; Amherst, D. A. Morrison, H. J. Logan, ex-M.P., E. N. Rhodes, M.P.; Truro, C. E. Bentley, G. A. Hall; Halifax, W. S. Dondsan, E. A. Saunders; Yarmouth, E. W. Jarvis; New Glasgow, C. E. McLaggan; Bridgewater, Dugald Stewart, D. L. Fraser.

NEW BRUNSWICK—Chatham, W. F. Cassidy, D. P. McLaughlin, W. S. Loggie, E. C. Macleod, W. B. Snowball, W. L. T. Weldon, J. L. Stewart, James Nichol; Moncton, T. Williams, H. B. Gordon, E. McCarthy, C. W. Robinson, F. W. Sumner, W. H. Edgett, J. E. Masters, S. L. T. Harrison; Newcastle, D. Morrison, E. A. McCurdy.

PRINCE EDWARD ISLAND—Charlottetown, James Paton, W. E. Bentley; Summerside, Capt. Jas. Read, Messrs. Creel and MacArthur.

Stephens

Barn and Elevator Paints

Are enjoying a larger sale than ever before. The demand for all goods bearing our name is active. Can you supply the demand? Send us your orders. We will ship promptly.

A paint for everything and everything for a painter.

G. F. Stephens & Co., Limited

Winnipeg, Canada.

BRANCH AT CALGARY, ALTA.

SENT FREE TO ANY ADDRESS

Our Catalogue of Technical Books for HARDWAREMEN,—covering such subjects as Metal Working, Hardware Window Dressing, Hardware Store Business Methods, Paints and Painting, Salesmanship, Sales Plans and Advertising, as well as Plumbing and Heating. WRITE TO-DAY before supply is exhausted.

TECHNICAL BOOKS, 143-149 University Ave., Toronto, Canada



D-L

Standard Flexible

Wire Mat

◆◆

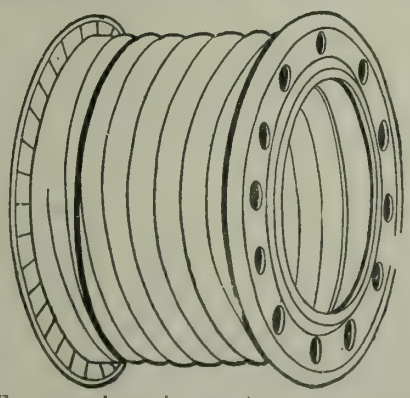
Far and Away the Best

Our prices and discounts will interest you.

Dennis Wire & Iron Works, Limited

London, Ont.

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers

Unlimited Results can be assured by the sale of Quality Heating Apparatus

There is no question about light weight, poorly proportioned, low grade heaters meeting the demand for low price, but not the quality consideration.

The average house owner looking for a heating apparatus is not posted as to furnace construction and unless the Heating Contractor takes the time to discuss thoroughly Furnace Quality he will consider only first cost, which should be secondary to—Fuel Cost, Heat Distribution and Durability.

Make it a point to talk "Quality" to your next prospect.

Pease Furnaces are constructed on the principle of "How Good."

Write for Catalogue.

Pease Foundry Co. Ltd.

TORONTO, ONT.

Pease-Waldon Co. Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected By Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Aug. 25.—Business is recovering quickly from the quiet of the holiday season and all the wholesale houses are busy. Many retailers who cancelled their orders six weeks ago owing to the uncertain crop outlook are re-ordering now. The general situation is good. Some districts have suffered severely but, taking the country as a whole, the net result is not unsatisfactory. The total wheat crop will not be far short of last year. The average yield per acre is smaller, but there was a big increase in the acreage.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines, 75 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

Blocks—Steel, 45; wood, 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—planished copper, 33½c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, $4; pressed standing seamed roofing, 28, painted, $3,20; galvanized, $4; 26, $3.55 and $4.35.

Canada Plates—Half polish, 6 and 7-inch, $3.15; 8-inch, $3.40; full polish, 6 and 7-inch, $3.90; 8-inch, $4.15.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 per cent.

Fittings—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.80; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾-oz., $4.80; Queen's Head, 23, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37¾ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.65; No. 2, and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3,30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., $2.45; ⅜-in., $2.75; ½-in., $3.30; ¾-in., $4.10; 1-in., $5.80; 1¼-in., $8; 1½-in., $9.50; 2-in., $12.70; 2½-in., $20.80; 3-in., $27.40; 3½-in., $34.20; 4-in., $39; 4½-in., $43.50. Galvanized, ¼-in., $3.40; ⅜-in., $3.70; ½-in., $4; ¾-in., $5.25; 1-in., $7.60; 1¼-in., $10.35; 1½-in., $12.70; 2-in., $17.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $4.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper No. 8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c per lb.

Rope—Sisal, 9½; pure manila, 11; British manila, 9¾; lath yarn, 9¼c.

Sheet Zinc—Casks, $7.75; broken lots, $8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—21c per lb.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—6-in., $8.69; 7-in., $9.31.

Terne Plates—I.C. plates, $8.50.

Tin Plates—I.C., charcoal 20x28, full box, $9.25; ½-box, $4.87½; IX., full box, $11.25; ½-box, $5.87½; IXX., full box, $13.25; ½-box. $6.87½.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Wire—Barbed wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers—Royal Canadian, $38; new easy, $52.75.

PAINTS AND OILS.

Putty—In barrel lots, $2.50; cases, $2.75; kegs, $3.

Linseed Oil—The price to-day is $1 for raw and $1.03 for boiled.

Turpentine—The 95-cent market is held stiff this week, and next spring the market will be possibly much in advance of this price.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 15c; Sunlight, 20c; Family Safety, 24c; Searchlight, 22c; Red Rose, 25½c; Keystone Special, 20c; Pemoline, in bulk, 19c; Silverlight, in bulk, 16c; Acme lamp, in bulk, 28c; White Rose, in bulk, 22c; National Light, in bulk, 21c; Engine Gasolene, 24c; White Lily, 26c; Royal, 24c.

SANITARY RAZOR SET.

The Auto-Strop Safety Razor Co., Montreal, have introduced a new sanitary set upon the market. By using a celluloid lining to the case not only is a cool, wholesome appearance given to the set, but rust and other damage through water and soap are prevented, while the interior can be easily cleaned out. With this new case it is not necessary to wipe the brush, or to see that any of the articles are put back absolutely dry. The parts can be replaced immediately after using with the saving of time and trouble, and the happy knowledge that nothing is being spoiled in so doing. The white interior of the case, set out into various neat compartments, harmonizes well with the ordinary bathroom fittings of to-day.

NEW WIRE GOODS FACTORY.

A member of the Andrews Wire and Iron Company, Rockfort, Ill., was in Watford, Ont., this week furthering arrangements for commencing business at the wire works. New machinery is being obtained, and the works will be in operation this fall. Within a year it is expected 50 men will be employed.

The new concern will manufacture the full line of wire goods and hardware specialties at present made at their Rockford, Ill., plant, as well as spring mattresses and coiled wire door mats formerly made at the Watford Wire Works.

NEW COMPANIES.

The International Peat Engineering Co., Windsor, Ont.; capital, $20,000; to manufacture peat and carry on peat business in all its branches. Incorporators, G. E. Carlsson, L. B. Lincoln, Funham, Que., and G. Bernier, Menardville, Que.

The McLaughlin Paint Co., Ottawa; capital, $15,000; to manufacture roofing and flooring paints, varnishes, building paper, felts, etc. Incorporators, H. B. Northwood, G. Wilbur, and S. Gillespie, Ottawa.

St. Lawrence Bridge Co., Montreal; capital, $500,000; to manufacture iron and steel bridges, etc. Incorporators, R. C. McMichael, R. O. McMurtry and F. G. Bush, Montreal.

ESTAB. 1818

GIVE US AN OPPORTUNITY TO QUOTE YOU FOR

"HOYLE'S" PARIS GREEN

·PASSES·GOVERNMENT·TESTS·

MANUFACTURED BY

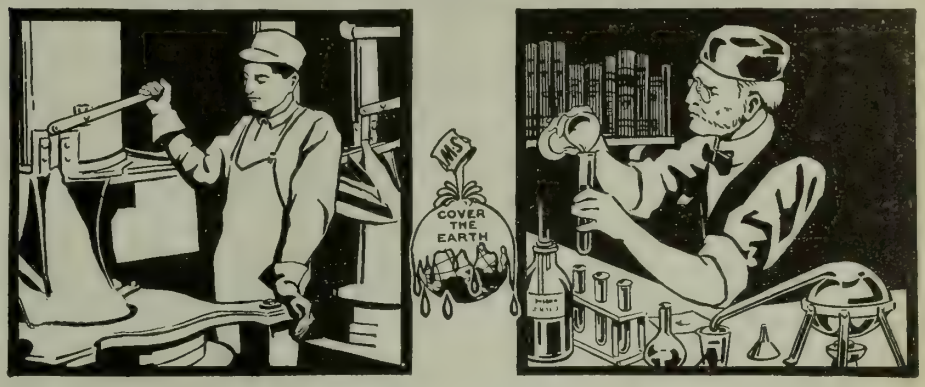
HOYLE ROBSON BARNETT & CO. LTD.

HEAD OFFICES:
35 CLOSE, NEWCASTLE-ON-TYNE.
ENGLAND.

CONTRACTORS TO
H.M. ADMIRALTY & WAR OFFICE.

1818 ESTAB.

Brains as well as brawn



Enter into the manufacture of ***Sherwin-Williams Paints and Varnishes.*** And the brainwork does not cease after a dealer is stocked with the S-W Line. In fact, the planning, the campaigning just begins then. We consider it a vital part of our success when we place the knowledge of merchandizing possessed by our experts at the service of every one of our dealers. Our interest is theirs, for we realize that by effective advertising, promoting, and follow-up campaigns, we can back our dealers up and keep the goods moving at a profit. That's the reason, the world over, the name Sherwin-Williams stands for more than a few cans of paint—it stands for hundreds of thousands of satisfied consumers who are *demanding* the S-W trade mark. A portion of this demand falls under your locality. Why can't we both plan a proposition whereby you will profit by handling our agency? Our part of such a proposition will be given you for the asking. We will be interested in knowing your part.

Write today.

THE SHERWIN-WILLIAMS CO.

937

PAINT AND VARNISH MAKERS

CANADIAN HEADQUARTERS AND PLANT: 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER · · · ONTARIO

"The Western Stove Makers"

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.



Sell

WOOD MANTELS, GRATES and TILE

and add to your profits---Our latest catalogue shows a nice line of new goods which makes selling easy. Write to-day for the catalogue and price list.

The Winnipeg Paint and Glass Co., Limited

EDMONTON WINNIPEG

THE CALGARY PAINT AND GLASS CO.

Hardware Trade Gossip

Ontario.

H. M. Swegles, tinsmith, Comber, who recently disposed of his business to Thos. Beattie, has purchased a business at Fonthill, Ont.

Bailey & Reynolds, are advertising the opening of a new hardware store on Front Street, Trenton.

It is reported that Rath & Richardson will open a third hardware store in Tweed. Mr. Richardson was formerly a member of the hardware firm of Connor & Richardson, Madoc.

The Onward Mfg. Co., Berlin, Ont., will have an exhibit of vacuum cleaners and sliding furniture shoes under the grand stand at the Toronto Exhibition. They have just gotten out a new display card for use in retail stores.

Quebec.

The Canadian Railway Signal Co. are building a factory at Lachine at a cost of $100,000. The building will be of reinforced concrete.

The annual general meeting of the shareholders of The Canada Iron Corporation, will be held at the company's offices in the Mark Fisher Building, Montreal, on Thursday, Sept. 1.

The John McDougall Caledonian Iron Works Co., Montreal, are constructing 11 Worthington centrifugal pumps for the Powell River Paper Company, B.C. These pumps will have an aggregate capacity of 37,000,000 gallons daily.

A big dairy show, the first on a large scale in Canada, is being planned in Montreal. Model dairies will be shown, and also various implements used in dairy work. The various agricultural colleges will send exhibits.

J. S. N. Dougall, of the Dougall Varnish Co., Montreal, will be nominated as Quebec vice-president for the Canadian Manufacturers' Association when that body holds its convention in Vancouver. W. W. Butler, Canadian Car and Foundry Co., Montreal, and R. J. Young, Canadian Rubber Co. of Montreal, have been nominated for the executive council.

NO SAND IN SANDPAPER.

"There is no sand in sandpaper," said a Cincinnati manufacturer, in reply to a question propounded by a visitor. "It is powdered glass that does the business That's where the broken bottles go to." He nodded toward a mass of broken bottles in the yard. "We powder the glass into half a dozen grades," he said. "We coat our paper with an even layer of hot glue. Then without loss of time we spread on the glass powder. Finally we run a wooden roller lightly over the sheets to give them a good surface. When in the past they made sandpaper of sand it wouldn't do a quarter of the work that glass paper does."

HARDWARE STORE PICNIC.

The hardware and plumbing store of D. J. Wallace, Winnipeg, closed its doors on August 13 and fifty employes with their families and friends went for a gala day to Winnipeg beach. The day was particularly fine and a programme of sports was successfully run off, $500 worth of prizes being distributed. A special car was chartered for the crowd which numbered about 150 and on each side of the car was hung a large white streamer bearing the words, "D. J. Wallace, Picnic."

IRON AND STEEL STATISTICS.

The completed figures of the iron and steel production of Canadian plants for the first half of the year show development in the steel output as compared with the first half of 1909. The total steel production up to the end of June this year was 348,689 tons, as against 338,026 for the same period last year, an increase of some 10,663 tons. With the exception of sundries there has been an increase all along the line, notably in billets and rods.

In pig iron the figures do not show up so well, the total for this year being 341,905 tons compared with 353,883 last year, a decrease of nearly 12,000 tons, the falling off being in malleable and foundry. Both Basic and Bessemer show an advance.

Twelve furnaces were in blast during the half year as against 10 last year.

	Half Year Ending June 30, '09.	June 30, '10.
Total iron production	353,883	341,905
Total steel production	338,026	348,689
Details—Pig Iron :		
Basic	173,745	173,858
Bessemer	99,638	107,110
Malleable	6,259	.....
Foundry	74,241	60,937
Steel :—		
Ingots	338,026	348,689
Blooms	218,752	243,109
Billets	29,714	72,349
Rails	165,614	174,592
Wire rods	29,083	36,595
Bar steel, iron and structural mat'l.	44,285	57,896
Castings	4,535	6,963
Plate axles, spikes and sundries	3,085	2,594
No. of furnaces in Blast	10	12

With regard to improvements and additions to plants the Hamilton Iron & Steel Co. have not yet completed their Gayley Dry Blast Equipment. The Canada Iron Corporation have a No. 2 furnace at Midland now under construction and it is anticipated that it will be completed shortly.

The Algoma Iron & Steel Co. have in course of construction one new blast furnace of 400 tons daily capacity and one new merchants mill of 500 tons daily capacity.

Page Hersey Co. which is controlled by the Ontario Iron & Steel Co. have recently added to their plant a new mill which was put into operation about July 1st, making the lap welded pipe up to 8 inches in size.

The Ontario Iron & Steel Co. are erecting a new office building in Welland and eventually the head office of the company will be removed from Toronto to Welland.

CATALOGUES AND BOOKLETS.

McClary's Famous Stoves.—The McClary Mfg. Co., London, have just issued their annual catalogue of cooking and heating appliances. This year's is numbered 78, and is an elaborate book of 200 pages, profusely illustrated and printed on coated paper. The frontispiece is a grouped picture showing the works at London and labelled "the largest foundry plant under the British flag for the exclusive manufacture of stoves, ranges, furnaces, etc." About 65 pages of the catalogue are devoted to descriptions of the company's steel and cast iron ranges, some twelve lines being very fully covered. They include ranges from the smallest size to the largest and most elaborate for ordinary or severe test work. Fourteen cook stove lines are treated of thoroughly, and about twenty baseburners and heaters. A section of the catalogue treats very fully many of the special stove lines made by McClary's, such as laundry heaters, box stoves, wood burners, camp stoves, air-tight heaters, drum ovens, reflectors, farmers' boilers, radiators, registers and ventilators. The "Champion" interchangeable range is featured by itself, and a comprehensive line of gas stoves, ranges and plates have a separate department in the catalogue. A hint of McClary's hollowware and miscellaneous stove supplies is given in a selection of illustrations, and descriptions of the "Sunshine," "Radium" and "Magnet" furnaces bring the catalogue to a close, the ring for artificial and natural gas being featured. Throughout the catalogue are a great many pages devoted to useful and helpful stove information.

Jewel Stoves and Ranges.—An exceptionally well gotten-up catalogue is that of The Burrow, Stewart & Milne Co., Hamilton, for 1910-11, now being posted to the trade. It is numbered 70, and is the most comprehensive and best one yet issued by the company. It is printed in two colors on coated paper with copious illustrations, and contains 168 pages of information about "Jewel" stoves. The cover is green with gold and black lettering. A bird's-eye-view of the works and a short history of the company's career, together with a condensed descriptive article on the different styles and sizes of "Jewel" stoves and ranges serve as an introduction to the more detailed description of the various stove lines. Throughout the book, too, are a number of articles on terms, telegraphic code, repairs, operating hints, etc., of very important use to the hardwareman handling the "Jewel" line. The "Peerless" and "Jewel" steel ranges lead off, the particular talking points being emphatically brought out. This is true, too, of the other steel ranges for home and hotel use. whether the fuel used is coal or wood. The "Royal Jewel" with hinged key plate and all its other special features is enlarged upon. Some eight or more prominent steel ranges, with their many different sizes for various uses, are fully described, each one of them having a number of special devices. Over fifty pages are devoted to cast iron coal ranges and kitchen wood stoves, and more than thirty pages are descriptive of base burners and heating stove lines. Gas ranges, hollow ware, water heaters and stove trucks are treated of toward the end of the catalogue.

MACHINERY STEEL

SMOOTH AND IRON FINISH

All sizes in stock ¼" to 6"

A. C. LESLIE & CO., LIMITED

MONTREAL

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

ARE YOU WITH US FOR A SQUARE DEAL?

We are deliberately staking the future of The New Model Iver Johnson Revolver on the belief that retail hardware dealers will stand by the manufacturer who stands by them.

We believe that the retail dealer is entitled to a fair and uniform profit on every sale. Other medium-priced revolver manufacturers apparently believe that the dealer is entitled to no profit.

IVER JOHNSON SAFETY AUTOMATIC REVOLVER

is sold under patent license at a strictly maintained price. Price-cutters can and will be proceeded against. Your profit is assured.

All other medium-priced revolvers are sold at open prices with no fixed resale price. Result: The price to consumer on these open price revolvers is established by the biggest price-cutter —usually a department store that is satisfied with the cash discount for a profit. Uniform profits are impossible with open prices.

The New Model Iver Johnson is the finest revolver in the world and sells for what it is worth—other revolvers sell for what ou can get. May we count on your support?

IVER JOHNSON'S ARMS & CYCLE WORKS

Factory and General Sales Office, 330 River Street, Fitchburg, Mass.

New York: 99 Chambers St. Pacific Coast Representatives: Phil. B Bekeart Co, San Francisco, Cal.

BAR IRON



SELL LONDON BARS

We make sure they are perfect before they leave our mills, and you will find the profit they yield most satisfactory.

See to your stocks.

GET OUR PRICES

Sales Agents:

BAINES & PECKOVER, - Toronto, Ont.
BISSETT & LOUCKS, - Winnipeg, Man.

LONDON ROLLING MILL CO., LIMITED.

LONDON — CANADA

Opening of the Fall Hardware Trade

September Offers Good Scope for the Merchant — The Necessity of Having Goods in on Time—How a Store Can be Popularized—The Mistake in Neglecting Practical Demonstrations —A Home Product Display—Poultry Supplies are Handled With Great Profit by One Merchant.

In September the retail merchant has much better scope for his energies. The fall consumptive movement develops quickly. Householders are back from the country, farmers are in good spirits over the crops, the sportsman is busily getting his shooting tackle ready, while the man who knows the value of painting in the fall looks up the advertising matter that the enterprising merchant has sent him. In all these directions there is opportunity for great trade. The merchant must be sure however that he has his fall goods on his shelves in ample time. The man who waits until the last moment, because he thinks that he will be able to gauge the trend of the consumptive demand more nicely is running a great risk. The merchant who turns a customer away disappointed does his store great injury, more perhaps than is apparent on the surface. Unless a man has a monopoly he cannot afford in these days of competition to throw a customer into another man's store, or make him take up the mail house catalogue that had been sent to his house.

Therefore the merchant should take the first opportunity to order his fall requirements. He should get his general lines, his sleigh bells, lanterns, cow ties, guns, ammunition, horse blankets, paints, etc., well sorted up. Have every thing ready for the travelers when they call. Do not waste their time, and your own by thinking out what is wanted while they are in the store. This is very confusing, and always ends with something being forgotten, and other things ordered too freely. Put things down on paper, and do not trust to the memory. Then there is little chance of forgetting anything or making mistakes.

Making the Store Popular.

With the country fairs, harvest festivals, and other similar events so popular during September the hardware merchant can do much good to his store by taking an active part in the promotion of such events. If there is an exhibition he can take a stand, or if there are any contests on he can donate prizes. He can also throw open his store for the convenience of the committee and of those who are coming from a good distance to visit the festival. By putting himself heartly into the event he not only helps to advertise the district but his store at the same time. By showing an appropriate display or combining with the other merchants much extra business can be obtained while the reputation of the merchant for being a good fellow is enhanced. There are many ways in which a merchant can popularize his store, in and out of business. If a merchant throws himself heartily into any movement on foot to promote the interests of the community then he helps his store for when the people refer to his efforts they think of him as so-and-so the hardwareman. If he is spoken of in a complimentary way at entertainments and social gatherings he gets an advertisement that is as good as any other kind that can be obtained.

Demonstrations a Great Help.

When an inventor or a manufacturer buys space at an exhibition, his expense is considerable and his time is short. He is a salesman faced with a critical public, and also with the fact that he must seize the passing moment with its strictly limited opportunity, in order to make his "show" pay. He knows that if he is to make a lasting impression on the mind of the casual crowd he must create interest by convincing demonstration. Therefore, whatever the article on exhibition, its merits must be illuminated and emphasized by intelligent explanation of what it will do, and how it does it. The potato peeler, in consequence, will be imcomplete without a sack of potatoes to work upon. The carpet sweeper must have a dusty carpet; the cork puller, the mincer, the metal or other polish, must all be actually doing the work they claim to do in front of the public eye. This is the method that sells the goods, for it leaves no room for doubt in the mind of the prospective purchaser. Demonstration is conclusive. In the retail store this sensible system of making customers is strangely neglected. "The conditions are so different," some will say; but are they? We have but one day at a time, and it never comes back. Every day some chance turns up, never to be precisely repeated. It is not enough to show the goods. People are only awakened by the appeal of the unusual to their sense of curiosity. Have you a spare room? If so, install a "demonstration department" there, get the goods at work, and keep the door open.

Push Seasonable Goods.

Strictly summer lines should have been pretty well disposed of during August. It has been found better to sell odd lines and ends of stock during the waning days of the season at attractive prices, rather than wait until the end of the season and take what is offered, or perhaps carry them over for a year.

With the approach of the shooting season hardwaremen should be alive to their opportunities, and by every legitimate means strive to impress on prospective customers the merits of their goods. To get the business it may be necessary to go out after it, particularly if the hardwareman is building up a sporting goods department, but the outside cultivation will help place the business on a firmer foundation than probably any other one means. Simply because you keep sporting goods and your stock is always clean, is no especial reason why people should purchase your goods. It is the man who makes a good substantial bid for trade who is successful.

With guns, rifles and ammunition go hunting knives, camping outfits and all the other necessary paraphernalia of the chase and hunting camp. Splendid interior and window displays can be made of these outfits—displays that will attract a great deal of attention to the store and be provokative of some business as well, if not to-day, then in the near future.

Inducements in the way of special sales, or in the creation of novel selling plans, should bring to the hardware store at least a reasonable share of trade. For the sporting goods department the offering of a prize to the hunter bagging the largest amount of game or to the winning football team of the district is a feature that is sure to make the store prominent and ought to draw trade.

Display of Goods.

The windows should have attention. Attractive, even elegant displays, can be made of seasonable goods during September. A special display should be made of sporting goods. This display could be simple or elaborate—just as the hardwareman wishes or his stock will allow. A hunting or camping scene is bound to prove an invitation to visit your store; as also will an arrangement of football or golf supplies. A kitchen interior would serve for a showing of household utensils and cleaning goods, as well as making a splendid setting for a range.

ENLARGING THEIR FACTORY.

E. T. Wright & Co., Hamilton, have just completed the erection of a new addition to their plant, in the form of a three storey building, of full mill construction, with basement, 140 by 35 ft. The basement will be used as a storehouse for metals, the first floor will be devoted to the manufacture of eavetrough, conductor pipe, conductor pipe elbows, stove pipe and stove pipe elbows. The conductor elbows will be galvanized in a galvanizing department connected with this floor. The second floor will be an extension of the tin shop department, and the third floor an extension of the japanning department. By means of a tunnel connecting the old cellar with the cellar in the new building, galvanized iron and other raw materials may be quickly taken from one building to the other and raised to the floor where they are required by means of elevators. It is expected that with the additional space now at the company's disposal they will be able to greatly increase their output and enlarge the variety of the goods manufactured.

The Health Canopy Bed & Mfg. Co. has been incorporated, with headquarters at Ottawa, with a capitalization of $100,000, to manufacture and sell collapsible cots, tents, flags, awnings, canopies, sporting goods, etc.



No. 23

SORTING UP FREQUENTLY.

There is no better plan of stock handling, so far as paints are concerned, than that of frequently sorting-up. In these days of many different colors it is a big undertaking for the average merchant to carry a good assortment of each color. It means the running into many hundreds of dollars unless the range of shades are cut down, and this latter course is not to be commended because the more comprehensive the stock the bigger variety for the customer to chose from. It reflects against the store to tell a customer that a certain shade is not kept in stock. The latter might turn round and say that the rival man is keeping it.

Then again, in cutting down the shades carried it is necessary for the merchant to be careful only to show advertizing matter that deals with those colors alone. To excite the admiration of a would-be paint user over a certain shade and then tell him that it is not carried in the store, not even one tin to go on with, is very bad policy. It makes the man think of the rival store and of the fact that he saw the very identical color he wanted displayed in the window.

The best plan is to carry as complete a range as possible, but not to stock too heavily any particular color or size to the disadvantage of the others, and to sort up as often as possible. Some merchants within easy reach of the travelling staff of the manufacturers request the travelers to call twice every week, and in addition to that send in between rush orders. While this is not possible in the case of a merchant further removed from the base of supplies, it is within his power to so watch his stock that he always has the shades on hand, although he may not be carrying a heavy stock. Order light, but order often is the plan that should be followed by merchants.

Probably the paint stock, owing to its many varieties, requires more careful watching than any other department of the hardware store. An order for a certain shade of green, executed by one of the clerks, may mean that the merchant is entirely out of that kind without being aware of the fact. Another customer comes along and the merchant pushes this color for all he is worth. He effects a sale only to find that there is none in stock after probably telling the customer that he has plenty. What does the customer then think of the store, and its business system. Probably he takes another shade, but there is always

Every woman who passes your store will come in some day for M L Floorglaze



It earns you your profit and it satisfies the user for any indoor or outdoor purpose paint or varnish can serve. It lasts longer and looks better. If you don't know it, you can have a

SAMPLE TIN FOR NOTHING

Just address our nearest place—

The Imperial Varnish & Color Co., Ltd.

Toronto, 6 Morse Street; Winnipeg, 106 Princess Street; Vancouver, 550 Beatty Street

"M. R. M." Horse Nails



Blacksmiths to-day demand Horse Nails of reliable quality.

"M.R.M." Horse Nails meet this demand, being made from Swedish soft steel rods by the new cold process, possessing great holding and driving qualities.

Hardware dealers can make a good profit by stocking this popular brand of Horse Nails.

THE MONTREAL ROLLING MILLS CO.

MONTREAL

the feeling that the store fell down over the order.

A merchant should see that his clerks keep him well informed as to the state of the stock. Every sale should be noted, and the merchant told when more white is wanted, or whatever color it may be. A rush order to the manufacturer is at once sent off, and the stock is assorted in time for the next customer. Another point against heavy stocking is that the taste in color varies. One year a district may buy heavily in one shade of green, and the next select some other shade. If the merchant is overstocked on the old line he is handicapped.

PAINT AND OIL MARKETS

MONTREAL.

Aug. 26.—Advances in turpentine and linseed oil mark the paint and oil markets this week. There is a very high tone in the south in turpentine, and with the local demand good, prices have advanced 1c. In fact even higher figures than this is demanded in some quarters. There is no relief to the linseed oil situation. Reports as to the new crop in the States are unfavorable and it seems likely that the Canadian crop will be very soon bought up. It looks therefore as if the new crop will not ease things much. Prices locally have advanced some 3 to 4c. Other lines are unchanged, although in sympathy with turpentine and linseed prices are firm.

Trade is very good. All lines are in request, and dealers seem to be keeping their stock well assorted. Prospects for a heavy fall demand are very good, dealers expressing confidence in the trend of trade.

Turpentine.—The market is still extremely bullish, reports from the south not helping to relieve the tension. Supplies are strongly held, and with the demand good prices have been advanced 1c and we quote 95c.

Linseed Oil.—The market is very tight, and prices in boiled have stepped over the $1 mark. There is very grave doubts that the Canadian crop will do much to relieve the situation as reports state that there will be a great shortage of seed in the States. The market is very bullish indeed, and no one is anxious to sell any oil. We now quote 97c for raw and $1 for boiled. The English market is very firm and inclined to higher prices.

White Lead.—The market is on the whole firm, although prices are not together as they should be. Trade is good, and grinders on the whole are satisfied with the situation. We quote: Pure, $5.50 to $6, according to brand, f.o.b. Montreal.

Red Lead.—The market is unchanged, with the demand good for this time of year. Supplies are in fair shape. We quote: Genuine red lead in casks, $4.75, in 100-lb. kegs, $5.25; less quantities at $6.25 per 100 lbs.; No. 1 red lead, casks, $4.25; kegs, $4.75, and small quantities, $5.75.

Varnishes.—There is a good tone to varnishes. All lines are in equally active demand. An improvement is noted in bulk varnish showing that the larger users are experiencing active trade. Household lines are also in good call, owing to the return of consumers from the country.

Putty.—The demand for putty keeps up well. Prices are on the whole firm, and we quote: 100-lb. drums, $2.45; bladders, in barrels, $2.70.

TORONTO.

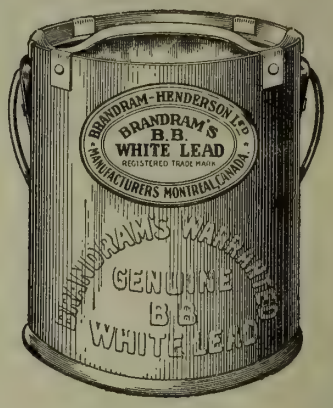
August 26.—Advances have again been made this week on both turpentine and linseed oil. The latter commodity is particularly firm, and even higher figures than the advances just made are anticipated. The underlying current of the market seems to show a considerable shortage in the world's supply of flaxseed, hence a strong tendency to keep up high prices.

The general trend of trade is about as it was last week. The buying spirit made by hardwaremen, however, is not in evidence. Manufacturers and jobbers say the factories have been buying pretty freely the past few days. This has kept business fairly steady. The opening of September should see the paint trade resume the briskness it effected in the spring and early summer months.

Beyond the higher quotations for linseed oil and turpentine, no price changes have been made. United States manufacturers contemplate making an advance of 20 cents a gallon on prepared paints on account of the high figures asked for raw material. This advance it is expected will affect most every line on the market.

Linseed Oil—A further advance has taken place in the price of both oil and seed in Great Britain and there appears to be a likelihood of a continued firmness there for some time to come, as seed is now 25 per cent. higher in price in Great Britain than it was three months ago, and Chicago still stays at the high point at which it has been for some weeks past. The crushers in Canada, having very little reserve stock, have been forced to advance their price from 2 to 4 cents per gallon within the last week to get back as much money out of the oil cake as they have been forced to pay for the flaxseed. Locally the price has only been advanced 2 cents per gallon. The quotation is 97c for raw and $1 for boiled oil respectively. One house is yet quoting 1c below these figures, though the probability is before the week end $1 oil will be general. This is the second time this season that oil has reached the $1 mark, and it seems likely to stay there for a while. Orders are for small quantities.

Turpentine — While the local quotations for turpentine offered last week are still obtainable, most of the houses quote a cent or two higher than they did a week ago, and the market is certainly firmer. Reports from the Southern States seem to indicate that the weather has been favorable, but it is claimed that the trees are not yielding the quantity of gum that they have shown for years, consequently, the output of



Brandram's B.B. Genuine White Lead

is the recognized world's standard. This unequalled article is furnished to the Canadian Trade, only by Brandram-Henderson, Limited, corroders and grinders.

There are white leads which **APPEAR** to be cheaper, but the

B.B. GENUINE

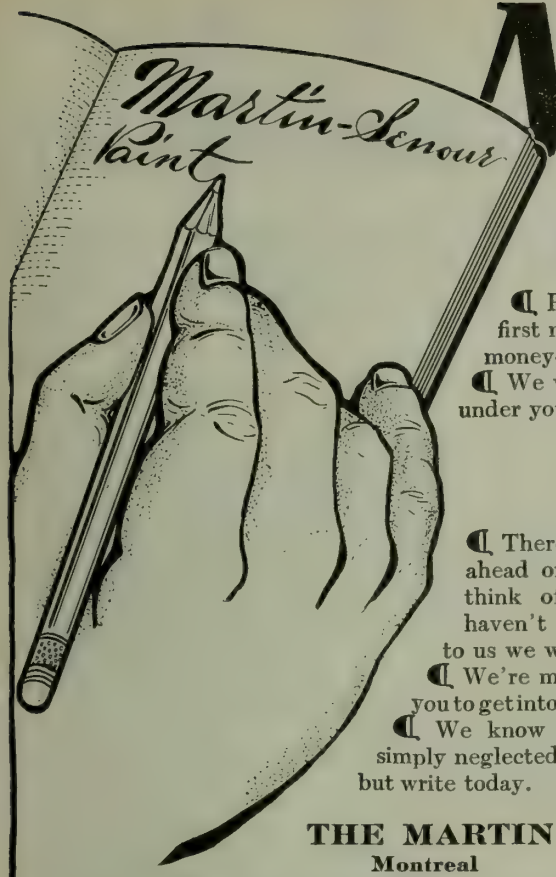
is so superior in whiteness and durability that it is cheaper in the long run, and so superior in body, fineness and covering capacity that even the first cost is often lower, on a given piece of work. Every enterprising dealer should carry it.

Keep the trade of the wise ones, and make new customers come back again, by handling this matchless product.

For prices and interesting facts about White Lead, write to-day to

Brandram-Henderson Limited

Montreal Halifax
St. John Toronto
Winnipeg



Note it Down

Martin-Senour Paint—100% Pure

¶ Put it where you won't forget it — write it plain — do it now, and the first minute you are at your desk write us a letter asking for details of our money-making, business-bringing plans for Paint Dealers.

¶ We want to show you where there's a lot of paint profit to be had right under your very nose and how YOU can get it. If you want more money —

HERE IS YOUR CHANCE

We'll Help You

¶ There's no use waiting 'til the other fellow secures the business by getting ahead of you, that's why we urge you to write today — right now while you think of it. Why? For a hundred reasons. We haven't space to tell them all here but if you'll write to us we will show you.

¶ We're making other Paint Dealers happy and we want you to get into the band wagon and smile with the rest of 'em.

¶ We know you've been reading our ads, but you've simply neglected writing to us. Don't put it off any longer but write today.



THE MARTIN-SENOUR COMPANY, Limited

Montreal — Pioneers Pure Paint — Chicago

The Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

The Maritime Paint & Varnish Co., Ltd.
HALIFAX, N. S.

MOORE'S "IMPERVO" VARNISHES



ARE PROVING AS SUCCESSFUL AS

Moore's Muresco

Moore's Trip-L-Body White

Moore's Oil Colors and Paints

PAINTERS should use these goods—and the wise ones do—
DEALERS should sell these goods—and the wise ones do—

BENJAMIN MOORE & CO., LIMITED

Manufacturers of Fine Colors, Paints, Varnishes and Muresco

Toronto — New York — Chicago — Cleveland

spirits of turpentine and rosin still keeps short of other years. Buyers of turpentine at Savannah and Jacksonville have been making a pretty determined effort to secure some lower prices, but what are known as the factors, (who receive the supplies from the producers), still seem to have strong faith in the market and refuse to accept any decline. As the season is now getting well advanced it does not appear at all likely that turpentine made from gum extracted from the trees can be secured at any lower prices than have been in force for the past two months. There is an effort being made on the part of those who are producing turpentine from stumps in sections of Georgia and Florida where lumber has been profuse, to get some of their stocks on the market but buyers and manufacturers are cautious about using it, notwithstanding the fact that the analysis of it shows it to have about the same strength and apparently about the same properties as the turpentine made from the gum extracted from the trees while alive. Buying is light.

White Lead.—The advancing building season has kept up a fairly steady demand for white lead. Next month it is expected will see larger quantities of lead lines moving. The market is firm and prices are unchanged. No. 1 is still quoted at a range of from $5.25 up to $5.65, with pure lead above that figure. Red lead is moving slightly. Genuine is at $4.75 in casks.

Glass and Putty—Demand is beginning well for window glass, as there is considerable building going on throughout the country. Putty is going out pretty well in bulk. Prices hold unchanged. Bulk in casks is at $2.20 and bladders in barrels $2.70.

Petroleum—Coal oil inquiries and sales are heavy just now, and judging the volume from the bookings trade this year should be fully equal to any previous year. Prime white petroleum is 13c; water white, 15c; and Pratt's Astral, 17½c.

Rosins, varnishes, gums and shellacs are firm, but prices are unchanged.

THE MAKING OF RED LEAD.

Red lead, although used for many years as a paint for protecting metals from corrosion, is but little understood in its essential characteristics by the majority of users. This misunderstanding is responsible in many instances for its misuse. In a recent paper, A. R. Pearson gave the following information on red lead, its making and use.

One of the errors made is to discriminate between properly made red lead and that of inferior manufacture. A properly made red lead should be quite fine. If it is not it will run when mixed into paint and will not cover properly. When painters have trouble with red lead paint this fault is frequently at the bottom of it.

Red lead should be highly oxidized. The standard set by those large consumers who have studied it out say there should be 90 per cent. or more red lead and only 10 per cent. or less of litharge in the pigment, the red lead being the most highly oxidized part and the litharge the less highly oxidized.

Manufacturers who are recognized as dependable for uniformly high quality in their red lead watch these two points, fineness and high oxidation, very carefully, and more severe tests are made of the finished product than any which even the most careful buyers make.

Red lead is made by burning either refined metallic lead or white lead in a reverberatory furnace. There are two burnings. The temperature in the first burning is 1,600 deg. F., which oxidizes the lead into litharge. The litharge, which is of a peculiar yellowish color, generally referred to as buff, is finely ground and then put into the furnace and burned again. This second burning is conducted at a temperature of between 900 and 1,000 deg. F., which oxidizes it to a higher degree and at the same time deepens the color to that rich orange-red which is characteristic of red lead as seen on bridges, steel skeletons and other structural iron. The clearness of the color of red lead depends mostly on the purity of the pig lead of which it is made; the deepth or tone of its color depends largely on its fineness. As a rule the finer the red lead the more it inclines to an orange color.

PAINT FROM SMOKE.

An attack on the smoke problem from an entirely new angle comes from Pennsylvania. The new idea transforms smoke from a nuisance to a profit and a benefit. A company formed at Lancaster has in successful operation an apparatus for extracting the soot from the soft coal smoke produced by factories. This smoke is washed, the solid elements are precipitated, and the matter thus caught is turned into paint. The process is simple. The smoke is made to pass through a tank placed between boiler and smokestacks, where it is subjected to an atomized spray of water. All the solid matter contained in the smoke is conducted to a barrel near by. Of this matter seventy per cent. is lampblack and fifteen per cent. a substance resembling tar. Six tons of coal fill the barrel with this greasy refuse and one barrelful, when properly mixed with other ingredients, makes five barrels of paint. The paint is cheap and durable, and is especially adapted to tin roofs and ironwork.

AMOUNT OF PAINT REQUIRED.

It is impossible to give a rule that will apply in all cases, as the amount varies with the kind and the thickness of the paint, the kind of wood or other material to which it is applied, the age of the surface, etc. The following is an approximate rule. Divide the number of square feet of surface by 200. The result will be the number of gallons of liquid paint required to give two coats; or, divide by 18 and the result will be the number of pounds of pure ground white lead required to give three coats.

THE CANADA PAINT COMPANY

LIMITED

MANUFACTURERS

PAINT FOR BRIDGES.
PAINT FOR HOUSES.
PAINT FOR VESSELS.
PAINT FOR DIPPING.
PAINT FOR FLOORS.
PAINT FOR WAGONS.
PAINT FOR BRICKS.
PAINT FOR BOX-CARS.
PAINT FOR COACHES.
PAINT FOR STATIONS.

JAPANS FOR BAKING.
JAPANS FOR PAINTING.
JAPANS FOR DRYING.
JAPANS FOR JAPANNERS.

VARNISH FOR IMPLEMENTS.
VARNISH FOR CARRIAGES.
VARNISH FOR FLOORS.
VARNISH FOR OILCLOTHS.
VARNISH FOR PIANOS.
VARNISH FOR PAINTERS.
VARNISH FOR BOATS.
VARNISH FOR FURNITURE.
VARNISH FOR STOVE PIPES.
VARNISH FOR ENGINES.

THE CANADA PAINT COMPANY LTD

ABOUT WINDOW GLASS



IT IS a fact that window glass is one of the best paying lines in the hardware business. That is if it is well taken care of. By taking care of it, we mean, for one thing, being careful always to have a well assorted stock so that there will be not much waste in cutting.

It is well also to have a nice stock of the best sellers in Double Diamond. This grade of glass pays well.

Retailers can procure from us a printed price list for retailing glass if they wish.

We have just received an enormous stock of

Star Glass
Diamond Glass
Double Glass
26 oz. and
32 oz. Glass

As well as Enamelled. Ground, Rolled, Colored, and all kinds of fancy glass.

It will be profitable for dealers to look over glass stocks now, and sort up when good sizes can be had at lowest prices.

Very soon prices may be higher.

A. RAMSAY & SON CO.
Established 1842 Glass Importers
MONTREAL

NEW ERA PAINT

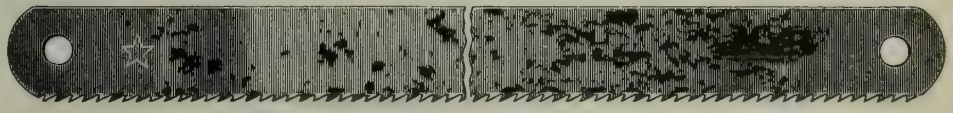
For profit and satisfaction here's a line that's hard to beat!

"New Era" Paint is honestly made. It is warranted to hold its color better, to last longer, and to cover more surface than any other prepared paint.

WRITE FOR PRICES

Standard Paint & Varnish Works Co.
WINDSOR, ONT. Limited

STAR HACK SAW BLADES



Apparently no one questions the superiority of Star Hack Saw Blades and at our present figures there is absolutely no room to question the price.

They are equally good in hand frames or power machines. When used in a machine the feed should be adjusted to suit the stock being cut. The softer the stock the lighter the feed. Such treatment will prevent clogging of the teeth. Open your eyes wide and look at this list of prices:

6	7	8	9	10	11	12	inch
30	32	34	38	42	46	52	cents per dozen.

Notwithstanding the great reduction in prices, the quality of Star Blades has been improved.

MILLERS FALLS COMPANY 23 WARREN STREET NEW YORK, N.Y.



"PARAGON"
FIRE EXTINGUISHER

(Accepted by the Government Inspectors.)

Price, — — $12.00

LUDGER GRAVEL
Agent
26 Jacques-Cartier Square, :: :: Montreal

TRADE MARK
LACQUERET
HOUSEHOLD LACQUER
—THE BRIGHTENER OF THE HOME

proves a very ready seller because it has so many uses in the house. It acts like magic in beautifying and preserving old furniture and dingy woodwork, and is an established favorite with the careful housewife.

Here are a few of its features:

It dries hard and remains hard over night.
Colours do not fade. Anyone can apply it.
Thoroughly sanitary. Wears remarkably.

Get the good-will of the women by recommending LACQUERET.



INTERNATIONAL VARNISH CO.
LIMITED
(Canadian Factory of Standard Varnish Works)
Toronto and Winnipeg
New York Chicago London Berlin Brussels
N.B. All goods are sold in Imperial Measure Packages

THE
Dougall Varnish Co.
LIMITED
Montreal : : Canada

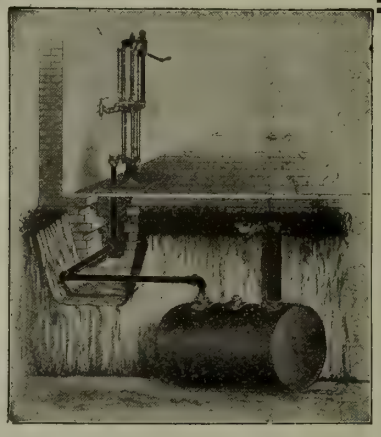
VARNISHES
OF FINEST QUALITY
FOR

RAILWAYS	PIANOS	CARRIAGES
BUILDINGS	FURNITURE	WAGGONS

ALSO

LINGERWETT
Varnish and Paint
REMOVER

Associated with Murphy Varnish Co., U.S.A.



BOWSER
Self- Measuring Systems
For Handling Kerosene and Gasolene

Emphasize one feature that is important aboveall others in the general store—
CLEANLINESS

From the slopping and dripping of faucets and funnels, the porous boards of the floor near the oil supply become soaked through and through, making the appearance unsightly and unclean. In any store, under the old method of handling oil, this condition exists—it cannot be avoided. The merchandise stored near such a place is easily contaminated. After drawing oil, the least odor from the hands or clothes is absorbed by the paper used to wrap up merchandise, which quickly becomes infected with the disagreeable and nauseous taste of oil.

The only system that will remove these objections is one that will hold the oil in a tank absolutely leak and evaporation proof, measure the oil accurately into the customer's can with neither spilling nor slopping, dispose of unclean measures and funnels, and one in which the flow of oil is instantly cut off the moment the desired amount is drawn. All of these features and more are found in the Bowser Adjustable Measure Oil Equipments. They will meet any conditions and requirements, being made in more than fifty different styles.
If you are interested, you need only to drop a card, asking for Bulletin 15, and you will then receive full information.

S. F. Bowser & Co., Limited
66-68 Fraser Ave., TORONTO

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

BUSINESS CHANCES

$200—For sale, Old's gasoline engine, 8 horse power, 3 years old, in perfect condition. Apply to G. N. BOURQUE, Sherbrooke. (34)

FOR SALE—Hardware and Furniture Business in one of the best wheat growing districts in Southern Manitoba. Stock, store building and dwelling house $6,500. Good opening for live man. Address Box 1027, HARDWARE AND METAL, Toronto. (37)

FOR SALE—A good live business in plumbing, heating and tinsmithing in a good business town of 3,000. First-class surrounding country. Stock about $3,000. Box 222, Aylmer West, Ont. (35)

FOR SALE—Retail hardware and implement business, well established in best town in Saskatchewan. Shown 50% annual profit since started and business is increasing rapidly. Extra large territory. Good crops. No better opportunity anywhere in the Northwest. $20,000 cash to handle, balance on terms. Correspondence invited. Box 1028, HARDWARE AND METAL, Toronto. (37)

FOR SALE—Retail hardware business, established 20 years ago by Geo. B. Morris and conducted by the present owners for the last 4 years. In connection with the winding up of the existing partnership, the business is offered as a going concern. Correspondence invited. McMillan Bros., Guelph. (25tf)

HARDWARE AND TIN BUSINESS FOR SALE—Ontario town. Attractive business centre. Always strong trade conditions. Stock $14,000. Turnover $45,000. Terms easy. Full money payment not required. Would consider competent and desirable man for partner. Apply Box 998, HARDWARE AND METAL, Toronto. (25tf)

ARTICLES FOR SALE

FOR SALE—Three counter showcases, cheap. R. F. JOHNSTONE, Acton, Ont. (39)

FOR SALE—1 saw and tool cabinet, 5 ft. by 8½ ft. high; 1 hardware cabinet, 11 ft. by 8½ ft. high; 1 hardware cabinet, 16 ft. by 8½ ft. high. These cabinets are practically new, fitted with Bennett drawers and finished in weathered oak. Further particulars—Noden, Hallitt & Johnson, Ltd., West Toronto. (35)

FOR SALE AT A BARGAIN—40 feet store shelving, Taylor fire-proof safe, high office desk, files and rasps, 3-16 chain, 3-4 manilla rope, carriage bolts, 1⅛ by 18 gauge hoop steel (galvanized), 11 by 11 gauge band steel (galvanized), tinner rivets, machinery steel. CHAS. BURKHOLDER, Tillsonburg, Ont. (35tf)

FOR SALE

FOR SALE—36-in. Folding Machine, new, at a bargain. Chas. Burkholder, Tilsonburg, Ont. (33tf)

FOR SALE—One full set of Tinner's Tools. Will sell all or any part of the set. H. W. Storey, Francis, Sask. (36)

FOR SALE—1 Carter 100-Light Acetylene Gas Machine, in good condition. Will be sold cheap, The Geo. Taylor Hardware Co., New Liskeard, Ontario. (30tf)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

AT LAST—A really practical pencil sharpener. The "Spiro" sharpener built on a new principle, positively does not break the lead. Ten blades. Sharpener lasts a lifetime. Every pencil user needs one. Your pencil sharp in a second. Ask your stationer or write us direct. A. R. MacDougall & Co., Canadian Agents, Toronto.

ANY MAN who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. In case of loss or delay prompt refund is arranged or new Order issued.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper f oor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

DISPLAY YOUR GOODS to better advantage by using up-to-date fixtures. We are specialists in planning stores and offices. Get catalogue "J." which contains illustrations of many new features and several handsomely equipped stores and offices. Jones Bros. & Co.. Ltd., 30-32 Adelaide Street W., Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

ERRORS AVOIDED, LABOR SAVED—Using the Shouperior Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet, perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full inquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

FOR THE MONTH OF AUGUST ONLY we offer some exceptionally good values in rebuilt Smith Premier Typewriters. Do not fail to write us for prices. They will astonish you; so will the high quality of the machines. THE MONARCH TYPEWRITER COMPANY, LIMITED, 98 King St. West, Toronto.

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

IF you have been afflicted with one of those Fountain Pens that won't write when you want it to, or leaks when you don't want it to, give it to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Company, Toronto, Sole Agents for Canada.

KAY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in Carpets, Rugs, Furniture, Draperies, Wall Papers and Pottery, with cash prices. Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

KEEP ACCOUNTS WITHOUT BOOK-KEEPING. Formerly accounting meant keeping books. Today you can keep accounts cheaper, better, quicker and more accurately by discarding all books and installing a McCaskey Account Register. Don't be skeptical—investigation costs nothing. Write to-day. Dominion Register Co.. Ltd., 100 Spadina Ave., Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto. (tf)

SAVE 50% OF COST of handling merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Ltd., 33 John St., Hamilton, Ont. (tf)

WHEN buying bookcases insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

725,000 MERCHANTS use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof National Cash Register Co., 285 Yonge St., Toronto.

SITUATIONS WANTED

EXPERIENCED TRAVELER seeks re-engagement or would entertain responsible indoor position. A1 references. Box 1012, HARDWARE AND METAL, Toronto. (34)

WANTED—Position as sales manager or salesman with a good paint and varnish concern. Winnipeg preferred. Party at present located in Pittsburg, Pa. 10 years' experience. Apply to Box 1029, HARDWARE AND METAL, Toronto. (37)

WANTED—Position by young man with 3 years' hardware experience. Strictly temperate, strong, active and not afraid of work. Would prefer position where undertaking is done. Good references. Box 2, HARDWARE AND METAL, 511 Union Bank Building, Winnipeg. (36)

YOUNG MAN, with good hardware experience and capable of taking charge, wishes to correspond with real live up to-date firm. Box 1026, HARDWARE AND METAL, Toronto. (34)

SITUATIONS VACANT

WANTED—Experienced tinsmith. State experience and references. Must have good habits. Western Ontario town. Box 1025, HARDWARE AND METAL, Toronto. (34)

WANTED—Experienced salesman in some staple line to form brokerage company with young man with some capital. Address Box 1024, HARDWARE AND METAL, Toronto. (34)

WANTED—An up-to-date hardware clerk, one who understands window dressing and advertising. Apply to Drawer 544, Port Arthur, Ont. (34)

MAXWELL WASH-DAY FAVORITES

The Maxwell line of washing machines, wringers and mangles has two advantages most important to you—it is complete and popular.



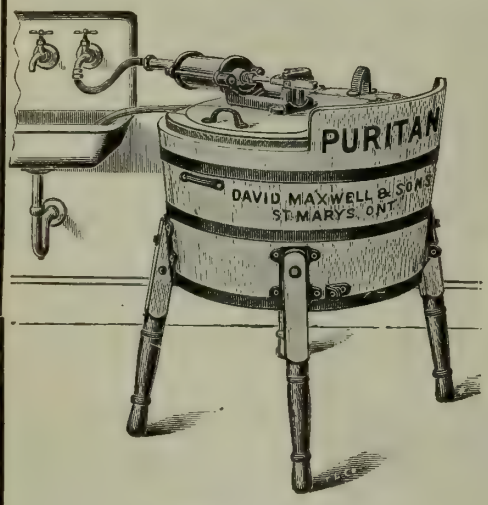
Our New "Champion High Speed" Washer

has made a big hit with the public. Combining the advantages of the "Puritan" with a wonderfully easy and smooth-running "momentum" drive, it easily leads all hand-operated washing machines.



"Puritan," the Old Favorite

has a tremendously strong hold on the Canadian trade. So many "Puritan" Washers are giving thorough satisfaction every wash-day that there is a steady demand from those who want the machine their neighbors like so well.



The "Puritan" Motor Washer

is the ideal machine for those who have waterworks connections in their houses. Its simplicity of operation, the low pressure required, its strength and durability, and the fact that it takes all the work out of wash day, make it a great seller in towns and cities.

The "Blue Belle" Washer

is a spendid machine of the rubbing type. The upper board revolves in one direction, while the tub turns the opposite way, making it very fast. Besides, it's very easy running.



The "Blue Belle" Wringer

has no equal either among Canadian made or imported machines. .Covered cog wheels, ball bearings, swivel tub attachment, and, most important of all, solid rubber rolls, guaranteed for 5 years, make the "Blue Belle" the most satisfactory wringer you can sell.



The "Royal Mangle"

made in sizes suitable for home use, is a great convenience and labor saver, especially in large families, boarding houses, etc. .The "Royal" is unsurpassed in finish and durability.

David Maxwell & Sons - St. Marys, Ont.

A Sure Winner

and the best washing machine on the market is the



CONNOR

HIGH SPEED WASHER

Some of the features which particularly recommend it are:— It has fly-wheel under tub and turns on double ball-bearings. Handle is adjustable.

The only machine with a foot attachment. All cog gearing is protected, making it accident proof. Will wash clothes cleaner and with less effort than any other washer.

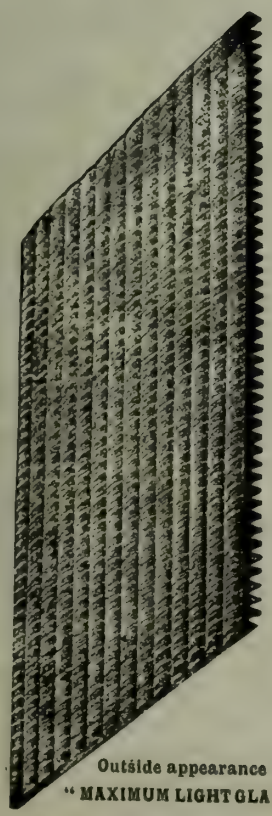
A great family favorite. Send for catalogue.

J. H. Connor & Son, Ltd.

Ottawa, Canada



CABINET, TRUNK, SUIT CASE LOCKS AND TRIMMINGS.
MISCELLANEOUS HARDWARE, KEYS AND KEY BLANKS.



Outside appearance of "MAXIMUM LIGHT GLASS."

MAXIMUM DAYLIGHT GLASS

This glass is far superior to the ordinary flat back prism. Sample and price mailed on request. Comparison will prove its superiority over all other light producing glass. Stocks carried at all our branches.

THORNE HOLD-FAST METAL BAR

Write for special catalogue and sample.

Hobbs Manufacturing Co., Limited

Offices and Warehouses

LONDON WINNIPEG MONTREAL TORONTO

Paint and Varnish Removers.

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	Name of Brand.
The Sherwin-Williams Co., Montreal, Canada.	**"Taxite"**
International Varnish Co, Ltd., Toronto, Canada	**"Klensa"**
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada	**"Expedite"**
British American Paint Co., Victoria, B.C.	**"Bapco"**
Mount Royal Color and Varnish Co., Montreal, Canada	**"Scrape-off"**
James Robertson Co., Ltd., Toronto, Canada	**"Robertson's Paint and Varnish Remover"**
Sanderson Pearcy Co, Ltd., Toronto, Canada	**"Devolite"**
Stewart & Wood, Toronto, Canada	**"Solvo"**
Martin-Senour Company, Ltd., Montreal, Canada	**"Martin-Senour Paint and Varnish Remover"**

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y.

Brantine Architectural Finishes

give the Architect, the Householder and the Varnisher satisfaction. The Hardware Dealer can make a handsome profit when selling them

SCARFE & COMPANY

Head Office and Factory: BRANTFORD, ONT.

MONTREAL, QUE.—472 DELORIMIER AVE.
Phone Bell East, 442

WINNIPEG, MAN.—78 LOMBARD STREET
Phone Main, 9944

Pilkington Bros., Limited, St. Helens, Lancashire, Eng.

MANUFACTURERS OF ALL KINDS OF

British Window Glass

Polished Plate Glass
Plain and Bevelled Mirrors
Picture and Car Glass
Prismatic Glass
Cast Ribbed and Polished Wire Glass
Cast and Ribbed Rolled Glass
Leaded Lights



Wire Screens
Plain and Figured Cathedral Glass
Obscured and Enamelled Glass

Large stocks aways on hand at our Canadian Depots. Quick delivery of import orders a special feature of our business. Prices and quotations on application

CANADIAN OFFICES AND DEPOTS:

Montreal	Toronto	Winnipeg	Vancouver
Busby Lane	Mercer Street	Market Street	Columbia Ave.



The Moorish Sidewall Register

The Bull's Eye of Perfection

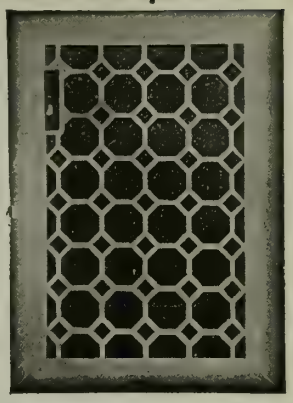
REGISTERS, FACES, BORDERS

"Made in Canada" Our new plant is in full working order making all known sizes, shapes and finishes.

Prices Rock Bottom

The Canadian Ferrosteel Company

Bridgeburg - - - Ontario



The New Convex Reversible Wafer



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Stanley Tools

STANLEY ADJUSTABLE CIRCULAR PLANES have flexible steel faces which can be easily shaped to any required arc, either concave or convex.

The cutters are made from a high grade of steel and are adjustable both endwise and laterally

We are now prepared to ship from our CANADIAN WORKS all sizes of "BAILEY" Bench and Block Planes, also Bit Braces, Spoke Shaves and Pocket Levels. As fast as practicable we expect to increase the output of this plant to include other tools shown in our catalogue.

ADDRESS ALL COMMUNICATIONS TO

STANDARD THE WORLD OVER

Stanley Rule & Level Co.

NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

Improved Patent Flush Handle.

CHESTERMAN'S MEASURING TAPES

Linen, Metallic and Steel

Trade J C *Marks*

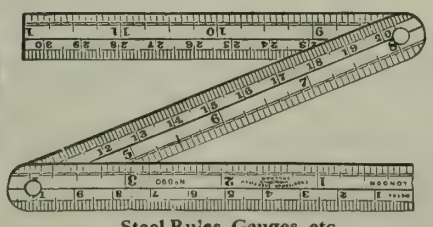
CONSTANTIA J C

TRE𝄞BLE



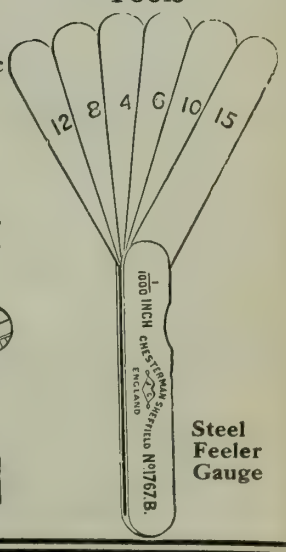
For Prices, Catalogues, etc., apply to

F. H. SCOTT, 120 Coristine Bldg., Montreal



Steel Rules, Gauges, etc.

Engineers' Small Tools

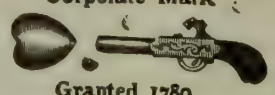


Steel Feeler Gauge

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Hardware and Metal Want Ad.

STAMPED ON THE Corporate Mark GENUINE ARTICLE



Granted 1780.

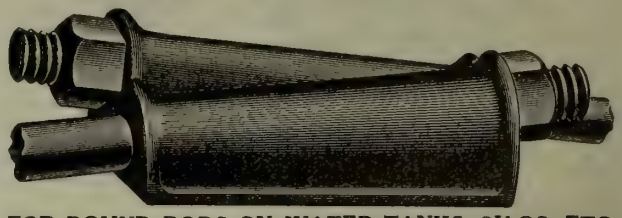
Jonathan Crookes & Son

Sheffield, England

PEN, POCKET & SPORTING KNIVES, RAZORS, &c.

For Sale by Leading Wholesale Houses

TANK LUGS



FOR ROUND RODS ON WATER TANKS, SILOS, ETC.

MALLEABLE IRON All sizes—⅜ inch to 1½ inch ready for immediate shipment

Also over-flow connections for wood tanks

OTTERVILLE MANUFACTURING CO.

OTTERVILLE, ONT. *Limited*

IT'S THE QUALITY *of* OUR BELTING

that we SELL, and it helps to sell it again.

How many times are you asked for some of the best belting? You should profit by handling a nice *assortment* of our various grades of belting. It's so easy to say the best, etc. It's easy to say it will last and that *we tan* the *belts* and select them from the best part of the *best hides*. We can prove it. *Let us do it for you.* There's money in *Belting, too.*

Anything in Leather Belting or Lace Leather.

To-day is the day to let us hear from you.

J. L. GOODHUE & CO., Limited

Danville, :: :: Que.

The most generously handled belting factory in Canada

Cap Screws, Set Screws, Studs

Special Milled Work

Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY

LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*

ORNAMENTAL IRON WORK

WIRE CLOTH AND WIRE GOODS

WINDOW GUARDS

Are there any New Buildings in your neighborhood requiring Window Guards? This is profitable business. Send in your inquiries.

CANADA WIRE GOODS MFG. CO.

HAMILTON



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.



Summer Rubs!

It is during this weather that much polishing is done—door knobs, letter box slits, brass on boats, etc. Is your stock of

Royal Polishes

sufficient to meet all requirements?

If NOT, increase it to-day. Shipments very prompt.

ROYAL POLISHES COMPANY

MONTREAL

JOSEPH RODGERS & SONS,

SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADEMARK

GRANTED 1682

Sole Agents for Canada

James Hutton Company

Montreal

"VOL-PEEK" GRANITE CEMENT

NOW is the time to sell this CEMENT. Just mention "ANY POTS AND PANS IN HOLES?" to your customers. Tell them it will mend holes in anything. One package will mend FIFTY holes and not any tool necessary but your hands. It sells on sight. Neat display easels supplied the trade. To-day is the day to write for prices.

H. NAGLE & COMPANY
MONTREAL, QUE.



Fully Warranted

No. 3—for Cross Cut Saws, single tooth
No. 4— " " " Double "
No. 5— " Timber and Board Saws

These are the Standard Saw Sets used by the leading saw mills for cross cut, circular, timber and board saws.

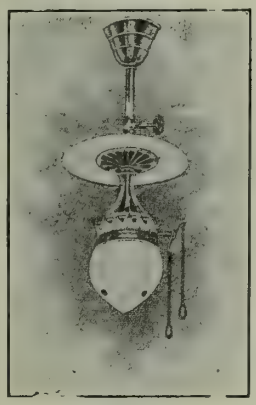
CHAS. MORRILL, - 271 Broadway, NEW YORK



Special Display Case

Write for Price

THE MANUFACTURERS SALES CO., - Birks Bldg., MONTREAL



A PULL TURNS ON THE LIGHT

Better than electricity or city gas, cheaper than coal o il or candles. Steady, white, brilliant; ¼ cent per hour for 500 candle power.
Lighted or extinguished by a pull of chain and regulated to any desired candle power in the same way.
Absolutely Safe, permitted by all insurance companies. **More Light Means More Business.**
Delivered ready for any one to install.
Write now for circular and special price to merchant direct.
For stores, homes, churches, hotels, etc. First class agents wanted.

MACLAREN & CO.
Gasoline Lighting Systems
MERRICKVILLE, ONT.

You Will Save Money
By Using

"Neptune Unrivalled" Patent Steel Fencing Wire

and

"IGEL" BARB WIRE

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft Carlswerk, M. E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

ENGLISH GLUES

Over fifty years' experience in the manufacture of

Glues, Gelatines, Size, Etc.

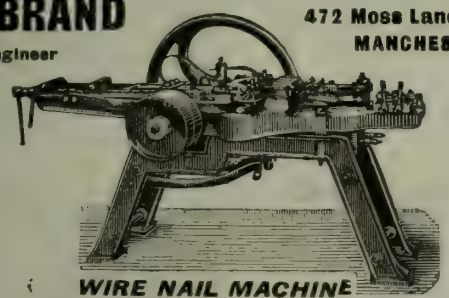
enables us to place on the market a line of the products excelled by no one. Lists, etc., on application.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 **Appley Bridge, Wigan, Lancs., England**

Ed. BRAND
Engineer

472 Moss Lane East
MANCHESTER, ENG.



WIRE NAIL MACHINE

Every description of the most modern and complete Machinery for Wire Drawing, Netting, Weaving, Improved Automatic Machinery for making Barb Wire, Quadrangular-mesh Netting, Staples, Wire Nails, Rivets, Wood Screws, Wire Mattresses, Foot Mats, Cotter Pins, Electric Welded Steel Chains, Furniture Springs, Pins, &c., &c. Correspondence solicited.

RIVETS

IRON—COPPER—BRASS

Tinned, Coppered or Plated Finishes



Every Shipment Guaranteed. Prompt Delivery
Get our quotations before buying

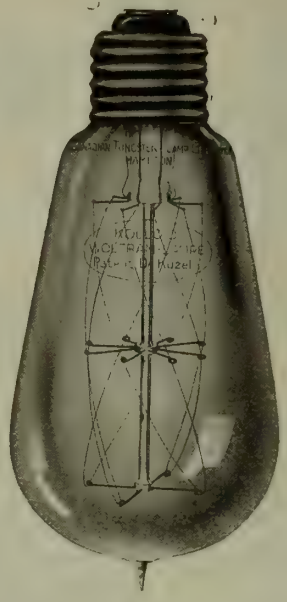
P. L. Robertson Mfg. Co., Ltd., Milton, Ont.
We also do JOB PLATING

"Kolloid-Wolfram"

(Registered Trade-Mark)

Brighter the Store

Better the Business



Tungsten Lamps

Better the Lamp

Brighter the Store

Use Kolloid-Wolfram Lamps. Increase Your Business and Reduce Your Expenses.

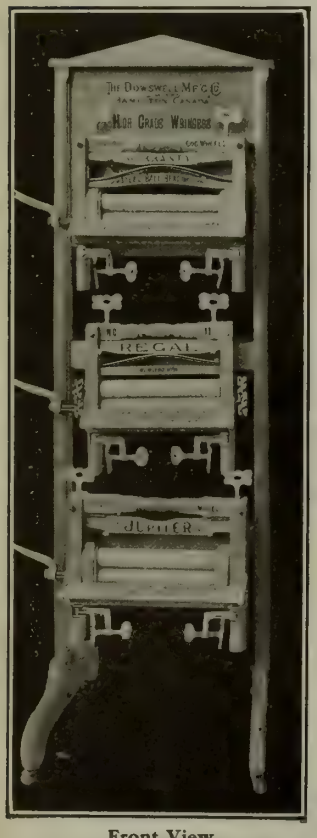
For Sale Everywhere. But Beware of Imitations.

Manufactured in HAMILTON, ONT., by

The Canadian Tungsten Lamp Co., Ltd.---Lighting Experts

ARROW BRAND

Clothes Wringers



Front View

Displayed on this Stand
make

Quick Sales

and

Satisfied Customers

Its a

Silent Salesman

that draws no Salary and never grows tired Showing Goods.

Write us for particulars.

Cummer - Dowswell, Ltd.

Hamilton, : : : Ontario

Eastern Agents:
W. L. Haldimand & Son,
Montreal

Western Agents:
H. F. Moulden,
Winnipeg



Back View

STOVE PIPE

"Perfect" Patent and "Scheip's" Patent

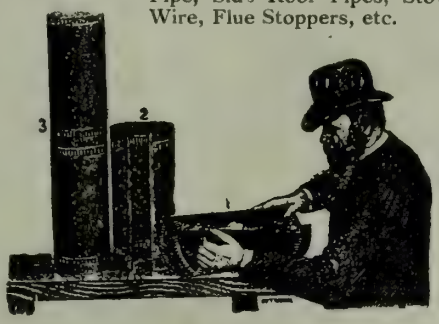
6 and 7 inch—(25 lengths in crate)
or MADE UP PIPE, 3, 4, 5, 6, 7 and 8 inch

Damper Lengths, Tee Pipes, Tapers, Sheet Iron Thimbles, Spring Thimbles, Screw Thimbles, Chimney Caps, Ridge Pipe, Side Roof Pipes, Stove Pipe Wire, Flue Stoppers, etc.



Stove Pipe Elbows
"COOPER"
Dustless Pattern

No creases to catch and hold dust and dirt. Made of best grade blue-black steel plate. 3, 4, 5, 6, 7 and 8 inch. Crated, 1 doz. in crate.





Stove Pipe Elbows
"O. H."
Corrugated Pattern

Ridges give increased strength and durability. Made of best grade blue-black steel-plate. 3, 4, 5, 6, 7 and 8 inch.

Wired, 1 doz. in bundle.

E. T. Wright & Co.
(H. G. WRIGHT)

Hamilton, Canada

Winnipeg Distributing Agents—MERRICK-ANDERSON CO., Winnipeg, Man.
Vancouver Agents—McPHERSON TEETZEL & CO., Vancouver, B.C.
Toronto Representative—F. B. WILSON, 33 Maitland St., Toronto, Ont.
Eastern Representative—J. W. MONCUR, Queen's Hotel, Montreal, Que.

Electric Welded



Highest Quality

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

Coil Chain	*Logging Chain*	*Heel Chain*	*Loading Chain*	*German Coil*	*Halter Chain*	*Tie Outs*	*Cow Ties*

McKINNON CHAIN COMPANY

BUFFALO, N.Y. **ST. CATHARINES, ONT.**



H. BOKER & CO.'S "DIAMOND"

In appearance and cutting quality exactly as the "King Cutter." Made expressly for Gentlemen who shave themselves. The "King Cutter" is made chiefly for Barbers.

The "Diamond" may be had from the Wholesale Hardware Trade for $7.90 per dozen.

FOR LUMBERING AND MINING CAMPS

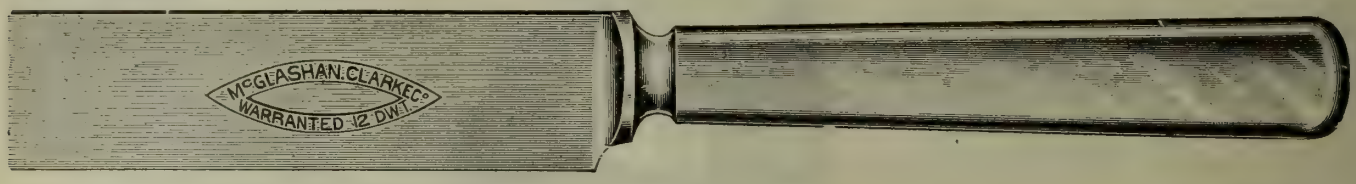
You will find a strong and profitable seller in our

NICKEL PLATE DESSERT KNIFE

They are very heavily plated with pure nickel and exceptionally durable. Get our complete catolog.

McGLASHAN, CLARKE CO., Limited - Niagara Falls, Ont.

Agents—J. Mackay Rose, 88 McGil'l St., Montreal, Que.; N. F. Gundy, 61 Albert St., Toronto, Ont.; David Philip, 291 Portage Avenue, Winnipeg, Man.



WE'LL TREAT YOU RIGHT

You'll not be sorry if you give us your business in

TARRED FELT, ROOFING PITCH, COAL TAR AND OTHER ROOFING MATERIALS

We can afford our customers every facility—such as prompt shipments and close attention to their requirements. Besides, our goods cannot be beaten either for quality or price.

WRITE US AT ONCE

LOCKERBY & McCOMB, Ltd., 65 Shannon St., Montreal

Fine Construction and Finish

Excellent Shooting Qualities



Tobin Simplex Guns

TOBIN GUNS

were the original Hammerless Guns with the simple construction, and the fact that this feature has been so widely copied is proof positive of its excellence.

You have our unconditional guarantee back of every TOBIN GUN you sell! Think what this means to you and get busy. Feature the TOBIN line.

Made in Canada

TOBIN ARMS MFG. CO., Ltd. ***Send for Catalogue*** ***Woodstock, Ontario***



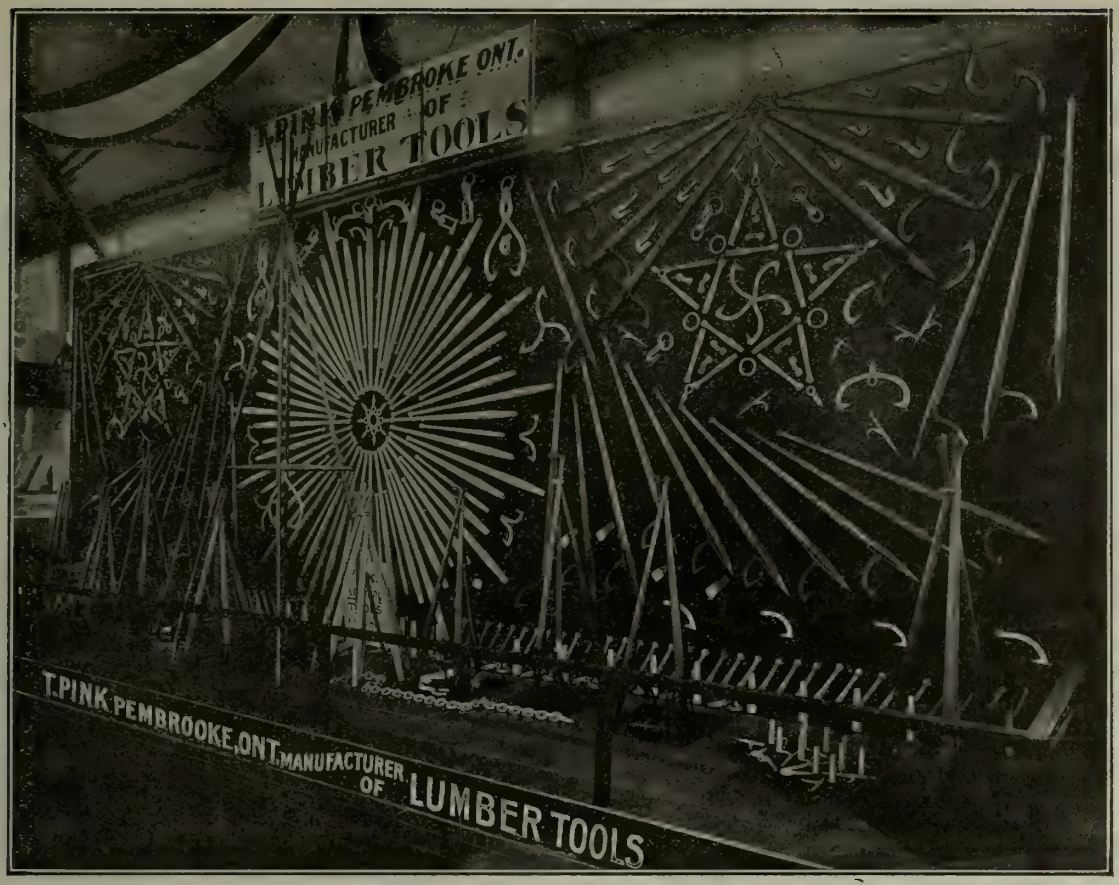
This Business is Very Profitable—

this business of selling the McFarlane & Douglas line of metal ceilings and walls. Our designs—as you can see by looking into our catalog—are unusually varied and beautiful. And don't forget that

Metal Ceilings and Walls

appeal to people on many grounds. They are fireproof; can be cleaned with a damp cloth; will never fall down—as plaster ceilings so frequently do; and they certainly are much more beautiful and durable than any other kind. Write us to-day for illustrated catalog and price lists.

McFARLANE & DOUGLAS, Ltd., Ottawa, Canada



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

LONG LIFE METALS

YOU CAN MAKE MONEY BY HANDLING OUR DIFFERENT GRADES OF

BABBITT METALS

We co-operate with the dealer, and send out advertising matter in our mutual interest. Write for prices and be convinced. We also manufacture all grades of tinners' and plumbers' solders.

The James Robertson Company, Limited, Montreal Toronto St. John Winnipeg

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

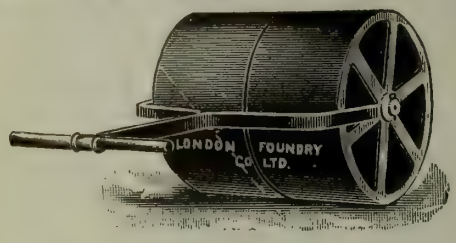
Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

HAND ROLLERS

Just the Thing for Rolling Lawns



Two Section Hand Roller

Made entirely of cast iron and steel, with 2-inch axle on which revolve two cast iron drums, each 12-inch tread and 22-inch diameter.

One Piece Hand Roller

18-inch tread and 26-inch diameter.

Water Ballast Hand Roller

36-inch tread and 30-inch diameter.

Write for Catalogue and Prices

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA

UP-TO-DATE

WATER FILTERS



These come in a variety of pleasing styles and are just what you should carry at this time of year when typhoid is about.

The taps are nickel-plated and of durable make, and the efficiency of the filter in ridding all kinds of water from impurity is unchallenged.

Get Our Catalog and prices.

The Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:
H. F. McINTOSH & CO., 28 Toronto St., Toronto



The Socket is attached to the ceiling. The DRIER may be unscrewed and placed on one side whenever desired.

Labor-Saving Devices Sell!

Here's a dandy, the

MAPLE LEAF CLOTHES DRIER

Saves time and toil, and will influence other family trade your way.

Instantly adjusted for use, and packs away into small compass when not required.

Is neat in appearance and hangs close to the ceiling—the hottest part of the room.

A line with big profit possibilities. Try a dozen. Send for prices and leaflet to-day.

RONALD MacMASTER, - Vancouver, B.C.

Ontario Sales Agents: STEWART & CO., 122 Wellington St. W., Toronto

---

CHANCE'S FAMOUS FIGURED GLASS

To Architects, Builders and Contractors we will send, on request, a sample box of the famous Figured Glass manufactured by

CHANCE BROS. & CO., Ltd.

Near Birmingham, England

Samples include Figured, Muffled and Rolled Cathedral Glass, in a variety of patterns and tints.

Write now—you'll probably find among these samples just the glass for which you have been looking.

ADDRESS THE CANADIAN AGENTS

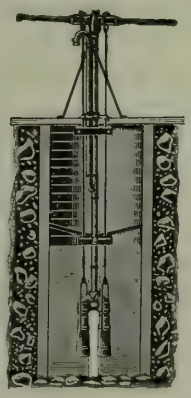
B. & S. H. THOMPSON & CO.
LIMITED

381 ST. PAUL STREET, - - MONTREAL

WHAT WE CLAIM FOR

The AYLMER

DOUBLE CYLINDER
DOUBLE ACTING **FORCE PUMP**



This is the only Pump manufactured that has no leather suckers and requires no packing or packed joints of any kind.

Easy Working.

Always Primed.

Never Freezes.

In case of fire this pump has no equal.

THIS CUT represents our Pump as shown in the well. This with three-way cock and side pipe for conveying water to barn or wherever needed, will force the water any distance, and to any elevation required with ease.

Manufactured only by

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.



The Monitor Acetylene Generator

Canadian Patent No. 118,217

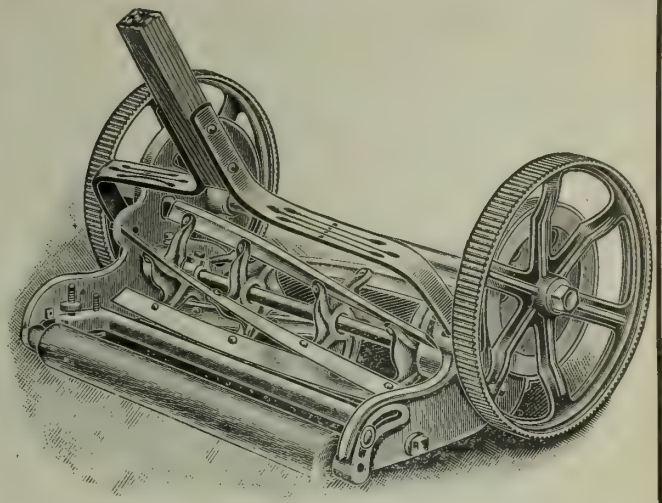
Are you ready to install this up-to-date lighting plant?

It has been approved by the Canadian Board of Fire Underwriters for installation in any insured building in Canada. Absolute safety, perfect action, uniformity of gas pressure, simplicity, ease and safety of recharging, are features of the "Monitor." The Carbide Feeding Device operates outside and not within hence cannot possibly form accretions, become clogged or encrusted with lime salts, thus cannot go wrong.

Write for Catalogue and particulars

DEPARTMENT E.

Monitor Manufacturing Company
FREDERICTON, N.B.



"W & B"
Lawn Mowers

Built of selected material throughout and unequalled for strength, durability and light draft.

Elegantly finished in attractive colors that make the machines the most ready sellers ever put on a dealer's floor.

A complete line of mowers, including strictly high grade, medium and low-priced machines.

We are booking orders now for 1911 delivery and solicit your order, or an opportunity to name you prices.

W B TRADE MARKS W&B

The
Whitman & Barnes Mfg. Co.
St. Catharines, Ontario

IT IS THE WIDE AWAKE DEALER

who gets the LEAD in the building trade. CONTRACTORS know the man who sells the right ROOFING, and every dealer can increase his business by getting after the local builders first and then stir up your customers who call for paint or any other building improving articles. Perhaps you never thought of the money you are MISSING by neglecting the local ROOFING BUSINESS. YOU cannot fall down with our strong SELLING SYSTEM behind you. We also make a fine variety of Wrapping Papers.

We carry a large stock of our leading brands, and our prices are reasonable always. Compare them with others and with our quality, and we win easily

ALEX. McARTHUR & CO., Limited

82 McGill Street **MONTREAL**

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 0 08¼ 0 08

BABBIT METAL

Canada Metal Company—Imperial,genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ⅛ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 2[illegible]
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot	13 50 13 50
Cut lengths, round bars, ½ to 2 in. .	21 00
Plain sheets, 14 oz., 14x48", 14x60"..	23 00
Plain, 16 oz., 14x48 and 14x60	22 00
Tinned copper sheet, base	24 00
Planished base	28 00
Braziers', in sheets, 6x4	23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1	....	20 00
" " No. 2	....	19 50
Middlesboro, No. 3 pig iron	17 75	20 00
Summerlee, No. 2 "	20 25	22 50
Carron ,special	20 00	....
Carron, soft	19 75	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock	....	22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	....
Ferro Nickel pig iron (800)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 90	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 50
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 40		2 60
All bright, 52 sheets	3 50		3 60
Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 25 cents extra.

	Montreal	Toronto
Apollo brand—		
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English)	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 10¾
Light copper bottoms	0 09½	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 03½
No. 1 wrought iron	12 00	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	8 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 50	3 75
Imported pig, per 100 lb	3 75	3 85
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. ft.	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 20	0 20
Wiping	0 18½	0 19

SHEET ZINC.

5-cwt. casks	6 75	6 75
Part casks	7 00	7 00

SPELTER.

Foreign, per 100 lb	5 75	5 75

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $00 36 35 00

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C,14 x 20 base	$5 50
IX, 14x20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

'Dominion Crown Best"—Double Coated, Tissued.

	Per box
I C, 14 x 20 base	5 50 5 75
I X, 14 x 20 "	6 50 6 75
IXX 14 x 20 "	7 50 7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	4 25
I X, 14 x 20 "	5 00
I XX, 14 x 20 "	6 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs.	6 75
" 14x60, "	
" 14x65, "	

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "	....	8 00

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3,80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal, London.

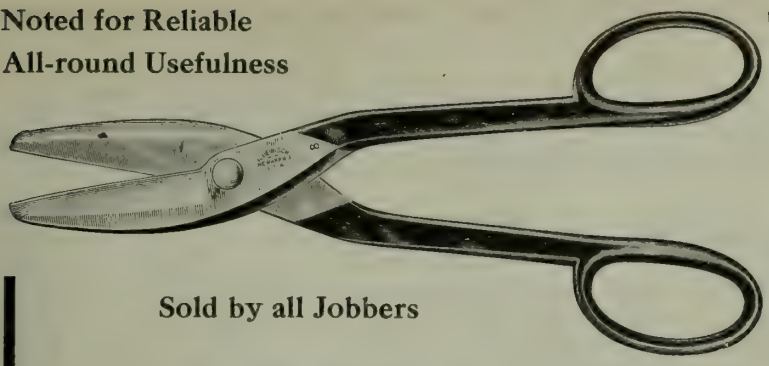
COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18 $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21 $7 — No. 22, $7.30 — No. 23, $7,65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27 $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 35c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging papering, 10c

Noted for Reliable All-round Usefulness



Sold by all Jobbers

HEINISCH
TINNERS' SNIPS

This cut shows the well-known Heinisch regular pattern that is so highly thought of by all tin workers. It will cut straight lines, curves, all irregular shapes, cornicework, small circles, etc., with equal facility. Forged steel handles and highly-tempered laid steel blades.

R. Heinisch's Sons Co., Newark, N. J., U.S.A.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs.. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 5c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅞, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅞, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks	per lb.
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of lead		0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow "	0 18
Golden ochre "	0 11
French " "	0 09
Chrome green "	0 11
French permanent green "	0 15
Signwriters' black "	0 17
Marine black, 25 lb. irons	0 05

GLUE.

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Brantford all-round glue, ¼-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 19½	0 19½
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb., "	0 23½	0 23½
Tins, 1-lb., 100 in case	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paint, base	1 70
Canada Paint Co.'s pure	1 60
Globe house paint (Windsor)	1 25
"New Era" house paint (Windsor)	1 35
Benj. Moore Co.'s "Ark Dun"	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson's "English"	1 60
Ramsay's paints, Pure	1 45
" Thistle	1 10
Martin-Senour 100 p.c. pure, base	1 70
Senour's Floor Paints, base	1 35
Jamieson's "Crown and Anchor"	1 50
Jamieson's floor enamel	1 75
Island City pure paints	1 50
Sanderson Pearcy's, pure	1 40
Robertson's pure paints	1 40

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 45
Bladders in bbls	2 70

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs.	4 25	4 25
No. 1, kegs, per 100 lbs.	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Prime white petroleum per gal	0 13	
Water white "	0 15	
Pratt's astral "	0 17½	
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls	0 19	
Benzine, per gal single bbls	0 17	
Turpentine, single barrels	0 94	0 95
Linseed Oil, " raw	0 94	0 94
" " boiled	0 97	0 97

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 85
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 00
Granitine floor varnish	3 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's. white enamel	3 50
Canada Paint Co's sun varnish	2 00
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 50
C.O. Co's. Permanite, interior	2 00
" Herculo, exterior	2 50
" Reflex, floor	2 25
" Japanite Dryer	1 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 25	6 40
Elephant Genuine	6 25	6 40
Lily Pure	5 75	5 90
Tiger Pure	5 55	5 70
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		5 50
Brandram's B. B. Genuine	7 00	7 15
"Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 50	5 65
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 75	5 90
Island City pure lead	5 75	5 90
Sterling C.P.		5 75
" Decorators		5 25
Sanderson Pearcy's		5 75
Robertson's C.P., lead	5 50	5 65
Decorators' Pure	5 75	5 90

No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	8 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20. per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz. pairs.
Stearns wood track	4 50 6 00
Zenith	6 00
Atlas, steel covered	5 00 6 00
Perfect	8 00 11 00
New Milo, flexible	6 50
Double strap hangers, doz. sets	6 40
Standard jointed hangers, "	6 40
Steel King hangers "	6 25
Storm King and safety hangers	6 50
" " rail	4 25
Crown	4 85
Crescent	6 50
Sovereign	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent
" " ½ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 and 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ½ and less	60 and 10
" " 7-16 and larger	55 and 5
Coach Screws, new list	75
Nuts, square, all sizes, 4½c. per lb. off	
Nuts, hexagon, all sizes, 4½c. per lb. off.	
Stove Rods per lb., 5½ to 6c.	
Stove Bolts 20	

Amatite ROOFING

"Easy to sell because consumers want a Roofing that needs no Painting."

IF *you* do not sell Amatite Roofing in your territory soon somebody else will, because there is a constantly increasing pressure from the consumer.

We are spending $100,000 on advertising annually to make this demand.

We are teaching the consumer to demand a roofing *that does not need painting*. The day of the "Paint-me-often-oids" is past. People everywhere are asking for the roofing with a *mineral surface* which will need no care.

Amatite costs no more than roofings that need continual painting. The customer gets 100% more value in a dollar spent on Amatite than on any of the old-fashioned so-called "rubber" or "gum" roofs. Send along your order

The Paterson Manufacturing Company, Ltd., Montreal Vancouver Toronto St. John, N.B. Winnipeg Halifax, N.S.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, bris., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BINDER TWINE.

500 feet, sisal	0 07½
900 " standard	0 07½
550 " " manilla	0 07½
600 " "	0 08½
650 " " "	0 09

Car lots, ½c. less; 5-ton lots, ¼c. less Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, 45 p.c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.
Crescent brands, 70 per cent.

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 60	1 70
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	3 00
3 " " "	3 65
4 " " "	4 80
5 " " "	6 60
" " "	8 00

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEONS

Canadian, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 60 per cent
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 75
10 " " "	3 00
12 " " "	3 50
15 " " "	5 00

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent,
Galvanized washtubs, 45 per cent.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	8 00
" " ⅝ " "	10 00
" " ¾ " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1½ " "	5 20
Web	2 45

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 50
over 12 in. " 3 50
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $8.40; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

¼ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern. No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4.10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

Toasters, 50 p.c
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 11ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast per doz.	6 75
Lift Tubular and Hinge Plain. "	5 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.10; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $5.10; do., 4 knives, $6.25; 9 in. wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½ in. wheel, 4 knives, 12 in. sizes, $8.50: ball bearing, do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch. per doz	2 40
Caulking, No. 3, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $8 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1¼—1½ inch	2 75
2—2½ inch	2 65
2¼—2½ inch	2 50
3—3½ inch	2 45
3¼—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

OAKUM.

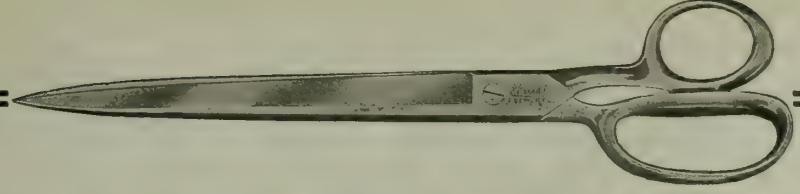
Plumbers per 100 lb.	4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 42½%
"Singalese" and "Alaska" Nevada silver flatware, 42 p.c.



Ordinary Straight Trimmers

Why Sell Clauss Shears?

We can't give you all the reasons in a short talk like this! But here are just a few:

They cut from heel to point — They work easily and smoothly
They do not cramp the hand — They are perfectly nickel-plated
The screw does not come loose

Clauss goods are the most complete line of cutlery in the world. Our catalogue will convince you. Send for it to-day.

CLAUSS SHEAR CO. - - - - - - 169 Spadina Avenue, Toronto

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
8, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pitts, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	10 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Gillette Safety, each		3 75
Clauss Razors and Strops, 50 per cent		
Ever Ready Safety		9 00

ROPE AND TWINE

Sisal rope		0 09
Pure Manilla rope		0 10½
"British" Manilla		0 09½
Cotton, 3-16 inch and larger		0 24
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 08
" double		0 08½
Sisal bed cord 48 feet	per doz.	0 65
" " 60 feet	"	0 80
" " 72 feet	"	0 95
Cotton clothes line, 27½ off.		
Bag, Russian twine, per lb.		0 27
Wrapping, cotton, 3-ply twine		0 26
" " 4-ply twine		0 30
Mattress twine per lb.	0 33	0 45
Staging "	0 27	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 feet, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished...per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 30 lbs	1 40

SASH CORD.

No. 8, per lb. 8 34½

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

SCYTHE SNATHS.

Canadian, 40 per cent.

SCREWS	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45

Bench, wood, per doz.	$5 00
" iron, per doz.	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's	per doz. 0 85	1 00
North Bros., No. 30	per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian. No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SEATS.

Harness, 25 per cent

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	8 10

STAPLES

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co's, 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

Nestable, 45 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	22 00
" under 40 lb., "			24 00
200 lb. and over			28 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 00
Chesterman's linen, No. 1222, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1340, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)	Doz
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs.		3 55
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz.	73 75
Square " "	77 50
Dowswell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	172 50

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz.	46 25
Improved Royal Canadian, 11 in.	48 75
Eze, 10 in., per doz	47 25
Bicycle, 11 inch	58 25
Trojan, 12 inch	101 50
Challenge, 3 year, 11 in.	49 75
Ottawa, 3 year, 11 in.	56 00
Favorite, 5 year, 1 in.	57 00

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in.	1 00
" " " 36 in.	1 25
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shove handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHER

Canadian, 50 per cent.

INDEX TO ADVERTISERS

Allan Hills Edge Tool 10
American Shearer Co 24
Amherst Foundry Co 53
Anthony, M. B 24
Anti Splash Filter Co 24
Armstrong Bros. Tool Co 28
Atkins, E. C., & Co 10
Atlas Mfg. Co 24
Autolock Safety Cock and Bolt Co 9
Aylmer Pump and Scale Co 89

Barrett, W. L 24
Barker & Co., D. J 20
Barnett, G. & H. Co ..... outside back cover
Beath, W. D. & Son 12
Bell & Co., A. M 61
Boker, H. & Co 61
Bosse & Banks 24
Bowser, S. F., & Co., Ltd 76
Brand Ed 83
Brandram-Henderson, Ltd 72
Bruce Stewart & Co 55
Buffalo Mfg. Co 88
Burrow Stewart & Milne Co., Ltd 19
Butterworth Foundry Co 14

Cameron & Campbell 24
Canada Bolt and Nut Co 12
Canada Cement Co 20
Canada Foundry Co 82
Canada Glue Co 6
Canada Metal Co 25
Canada Paint Co 74
Canada Screw Co 96
Canada Steel Goods Co 8
Canada Wire Goods Mfg. Co 82
Canadian Copper Co 69
Canadian Ferrosteel Co 81
Canadian Heating & Ventilating Co 13
Canadian Sales & Mfg. Co 25
Canadian Hart Wheels 24
Cartland & Son, Ltd. Jas 11
Caverhill, Learmont & Co 5
Chadeloid Chemical Co 80
Chance Bros 88
Chesterman & Co., Ltd. Jas 81
Chicago Spring Butt Co 1
Clare Bros. & Co 18
Clare, Little & Co 24
Clauss Shear Co 93
Collette Mfg. Co 25
Collins Mfg. Co 24
Connor, J. H., & Son 79
Copp, W. J., Sons & Co 67
Corbin Cabinet Lock Co 79
Covert Mfg. Co 25

agg Bros. & Co 61
Crookes, Jonathan, & Son 82
Crowell Bros 63
Cummer Dowswell, Ltd 84

Davidson, Thos., Mfg. Co 8
Dennis Wire & Iron Co 65
Directory of Manufacturers 24 25
Disston, Henry, & Son 9
Dominion Cartridge Co 32
Dominion Wire Mfg. Co 26
Dorken Bros ..... outside front cover, 85
Dougall Varnish Co 76

Enterprise Mfg. Co 41

Fawcett Mfg. Co., Chas 45
Ford Auger Bit Co 82
Fowler & Co., Josiah 61
Frothingham & Workman, Ltd 4
Furness Withy & Co 47

Galt Art Metal Co 27
Gibb, Alexander 24
Gilbertson, W., & Co 23
Gillette Safety Razor Co 21
Goodhue & Co., Ltd., J. L 82
Gourack Ropework Co 24
Gravel, Ludger 75
Greening, B., Wire Co 11
Grove Chemical Co 83
Guelph Spring and Axle Co 6
Gurney Fdy. Co., Ltd 16
Gutta Percha & Rubber Mfg. Co ..... outside back cover

Harris, J. W., Co 22
Hart & Cooley 20
Heinisch, R., Sons Co 91
Hemphill, T. W 24
Hobbs Mfg. Co 79
Howland, H. S., Sons & Co 7
Hoyle, Robson, Barnett & Co 67
Hutton, Jas., & Co 82

Imperial Varnish and Color Co 71
International Varnish Co 76

James & Reid 24
Jardine, A. B., & Co 67
Jones Mfg. Co., Ltd., D. F. The 6
Johnson's, Iver, Arms and Cycle Works 69

Kains, J. M., & Co 24
Kemp Mfg. Co 32
Kendrick & Co, Ed 6
Kerr Engine Co ..... inside back cover

Laidlaw Bale Tie Co 95
Lawrence Hardware Co 47
Leslie, A. C., & Co 69
Lewis Bros., Ltd 3
Lockerby & McComb 86
London Foundry Co 88
London Rolling Mill Co 69
Lufkin Rule Co ..... inside back cover
Lysaght, John ..... outside front cover

McArthur, Alex., & Co 90
McClary Mfg. Co 14 27
McDougall, R., Co 13
McFarlane & Douglas, Ltd 86
McGlashan-Clarke Co., Ltd 8
McKinnon Chain Co 85
MacLaren & Co 83
McLean Holt Co 39
McMaster, R 88

Malleable Iron Range Co 17
Manufacturers Sales Co 83
Maple City Mfg. Co 1
Martin-Senour Co 73
Maxwell, D., & Sons 78
Metal Shingle and Siding Co 26 65
Metallic Rooting Co 2
Millers Falls Co 75
Millers Fdy. & Machine Co 65
Monitor Mfg. Co 89
Montreal Rolling Mills Co 71
Moore, Benjamin, & Co 73
Morrill, Chas 83
Morris & Bailey Steel Co 87
Morrison, James, Brass Mfg. Co 30
Miramichi Foundry Co 55

Nagle & Co., H 83
National Hardware Co 22
New Brunswick Wire Fence Co 43
Newman, W., & Sons 24
Nicholson File Co 95
North Bros. Mfg. Co 1
Nova Scotia Steel and Coal Co 51 69

Oakey, John, & Sons 25
Oneida Community 28 29
Ontario Lantern and Lamp Co 84
Otterville Mfg. Co 82

Parmenter Bullock Co., The 27
Paterson Mfg. Co 92
Pearson, Geo. D. & Co 25
Pease Foundry Co 65
Pender & Co., Jas 43
Peterborough Lock Co ..... inside back cover
Pilkington Bros 80
Pink, Thos 87
Queen City Oil Co 6

Ramsay, A., & Son Co 76
Reid, James 24
Robertson Mfg. Co., Ltd., P. L 83
Robertson, Jas., Co., Montreal 87
Rogers Hardware Co 51
Rolland Paper Co., The 13
Roper, J. N 43
Ross Rifle Co 96
Royal Polishes, Ltd 82
Rush, A. M 11

St. Mary's Wood Specialty Co. Ltd 30
Samuel, M. & L., Benjamin, & Co 22
Scarfe & Co 80
Seymour, Henry T., Shear Co 6
Sharratt & Newth 25
Shaw, A., & Son 6
Sherwin-Williams Co 67
Simonds Mfg. Co 23
Simonds Canada Saw Co 12
Smart Mfg. Co., Ltd., The James 15
Snowball & Co, J. B 59
Sonne, Thos., sr 24
Spinney, C. K 43
Standard Arms Co 2
Stairs, Wm., Son & Morrow 49
Standard Paint and Varnish Co 75
Stanley Rule and Level Co 81
Stephens G. F 65
Sterne & Sons, G. F 23
Stevens-Hepner Co ..... outside back cover
Stewart Mfg. Co., Jas., Ltd 15
Still, J. H., Mfg. Co 1
Sumner & Co 37

Taylor-Forbes Co ..... outside front cover
Thompson, B. & S. H ..... outside back cover
Thompson & Gunn 25
Tobin Arms Mfg. Co., Ltd 86
Toronto Furnace and Crematory Co 23
Toronto Plate Glass Importing Co 26

U.S. Steel Products Export Co 31
Universal Vacuum Cleaner, Ltd 27

Want Ads 77
Warminton, J. N 25
Watson Jack, & Co 83
Western Wire and Nail Co 25
White Mop Wringer Co 23
Whitman & Barnes Mfg. Co 89
Winnipeg Paint and Glass Co., Ltd 67
Wright, E. T., & Co 85

CLASSIFIED LIST OF ADVERTISEMENTS

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Anchors, Star Screw
Star Expansion Bolt Co., New York

Babbitt Metal.
Canada Metal Co., Toronto
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co,, Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting
J. L. Goodhue & Co., Danville, Que.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont

Bolts.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal

Bolts---Expansion
Star Expansion Bolt Co., New York

Box Strapping
J. N. Warminton, Montreal

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co.. Toronto.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Bridle Rings---Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y
Frothingham & Workman, Ltd., Montreal
Hill, Jas., & Co., Ltd., London, England
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lockerby & McComb, Montreal.
Lufkin Rule Co. Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cable Dogs, Sebco
Star Expansion Bolt Co., New York

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chain.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Churns
Connor, J. H., & Sons, Ottawa, Ont
Dowswell Mfg Co., Hamilton
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co. Hamilton.
R. McMaster, Vancouver.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage.
Hamilton Cotton Co., Hamilton
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,
W. D. Beath & Son, Ltd., Toronto

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto.
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Huttos, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Drills---Brick and Stone
Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

Electric Dry Batteries
Canadian Carbon Co., Toronto

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electric Fixtures.
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engine Supplies, etc.
Kerr Engine Co.. Walkerville, Ont
Penberthy Injector Co, Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills. Montreal
Watson, Jack & Co., Montreal

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co.. Port Hope
Simonds Canada Saw Co., Ltd., Montreal

Filters
Anti-Splash Filter Co., Owen Sound,

Firearms and Ammunition.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass
Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes.
Dennis Wire & Iron Co., London

Furnaces.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing
Canada Metal Co., Toronto.
U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Galvanized Iron
John Lysaght, Ltd., Bristol, Newport and Montreal.

Glass
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal

Glass Cutters
W. L. Barrett, Bristol

Glass Ornamental
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Toronto Plate Glass Importing Co Toronto.
Consolidated Plate Glass Co., Toronto

Glass Wired
Hobbs Mfg Co., London
Pilkington Bros., Ltd., Montreal

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.

Glue.
The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appley Bridge, Eng

Guns
Harrington & Richardson Arms Co., Worchester, Mass.

Handles
Still, J. H., Mfg. Co.

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganonoque
Taylor-Forbes Co., Ltd., Guelph, On

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.

Hoop Iron.
Frothingham & Workman, Ltd., Montrea
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Montreal Rolling Mills, Montreal.

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia

Ice Cutting Tools
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Lamps
Queen City Oil Co., Toronto

Lanterns
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont.
Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Lighting Fixtures
McLaren & Co., Merrickville

Locks, Knobs, Escutcheons, etc
Corbin Cabinet Lock Co., New Britain, Conn.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y

Nails Wire
Canada Screw Co , Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
United States Steel Products Export Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg.Co. Toronto, Ont.
Wright, E.T., & Co., Hamilton, Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
Queen City Oil Co., Toronto

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Dennis Wire & Iron Co., London. Ont.
Canadian Wire Goods Mfg. Co., Hamton

Padlocks
Corbin Cabinet Lock Co., New Britain, Conn.

Pail Clasps
J. N. Warminton, Montreal

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne, Eng.
Canada Paint Co., Montreal.
Dods, P. D. & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co. Toronto.
Pilkington Bros., Ltd., Montreal
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Martin-Senour Co., Montreal

Paris Green
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne.

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Plows.
The Paris Plow Co., Paris, Ont

Portland Cement.
Canada Cement Co., Ltd., Montreal
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont
John Lysaght, Ltd., Bristol, Newport and Montreal

Razors.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Registers
The Canadian Ferrosteel Co., Bridgeburg, Ont.
Hart & Cooley Co., New Britain, Conn
Tuttle & Bailey Mfg. Co., Bridgeburg, Ont

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Barber Asphalt Co, Philadelphia
Winnipeg Paint & Glass Co., Winnipeg
United Roofing & Mfg. Co., Philadelphia, Pa.
Lockerby & McComb, Montreal
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Simonds Mfg. Co., Fitchburg Mass.

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton, On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark. N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.

Silverware.
McGlashan, Clarke Co., Niagara Falls.

Snaps
Covert Mfg. Co., Troy, N.Y

Sprayers
Cavers Bros., Galt, Ont.
Thos Davidson Mfg. Co., Montrea
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton
T. Collins Mfg. Co., Toronto

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey SteelCo., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Export Co., Montreal

Stencils
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton, Ont.

Stoves, Furnaces
D. J. Barker & Co., Preston, Ont.
Butterworth Fdy. Co., Ottawa
Burrow, Stewart & Milne Co, Hamilton
W J Copp, Son & Co, Fort William, Ont
Canadian Heating & Ventilating Co. Owen Sound.
Clare Bros., Preston.
Davidson, Thos., Mfg. Co., Montreal.
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Jas Smart Mfg Co, Ltd. Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock
Queen City Oil Co., Toronto

Tacks.
Montreal Rolling Mills Co., Montreal.
Canada Screw Co, Hamilton
U.S, Steel Products Export Co., Montreal

Tapes.
Lufkin Rule Co., Windsor, Ont
Jas. Chesterman & Co., Sheffield Eng.

Tin Plate.
A. C. Leslie & Co., Montreal

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal

Vacuum Cleaners
Universal Vacuum Cleaner Ltd., Montreal
Onward Mfg. Co., Berlin

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Washing Machines, etc
J. H. Connor & Son., Ottawa, Ont.
Dowswell Mfg. Co., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Washing Machines—Power
Excello Specialty Co., Berlin, Ont.

Wagons—Children's.
Woodstock Wagon Co., Woodstoc

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Clutch Nails
J. N. Warminton, Montreal

Wire Goods
Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN



GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

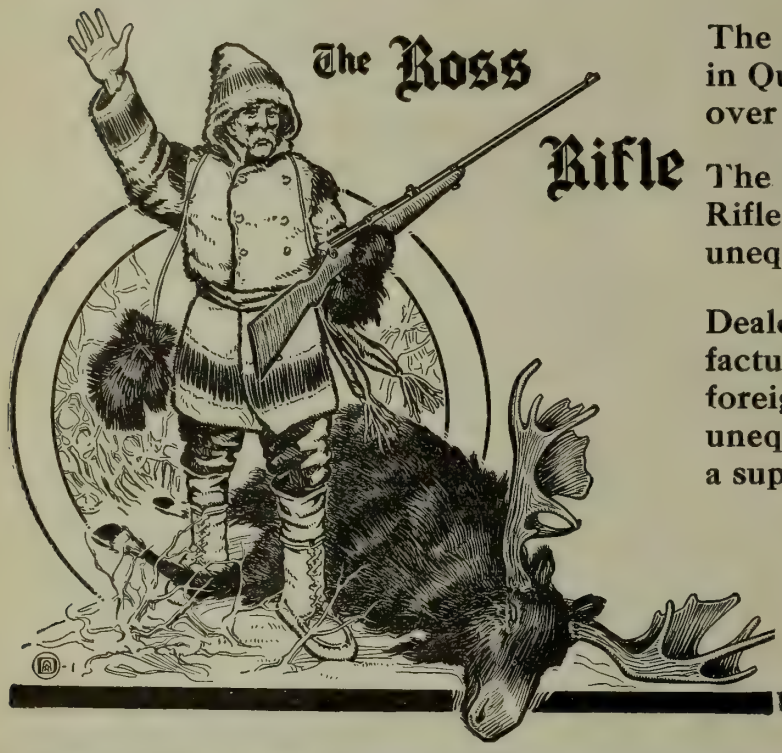
Don't let your stock get too low—unsatisfied inquiries mean lost customers.
Our specialty is a high-grade line of

WIRE NAILS

WIRE BALE-TIES. WIRE BARREL HOOPS.
BRIGHT AND ANNEALED WIRE OF ALL KINDS.
Ask your jobber for the Laidlaw line.

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO
Vancouver—George W. Laidlaw Winnipeg—Harry F. Moulden

The "Made in Canada" Rifle



The plant in which the Ross Rifles are made in Quebec City represents an investment of over $1,000,000.00.

The Ross Sporting and the Ross Military Rifles are to-day unbeaten in their class and unequalled in their quality and value.

Dealers who take a pride in Canadian Manufacturers and prefer helping Canadian to foreign and at the same time sell goods of unequalled value can unhesitatingly stock a supply of Ross Rifles.

Write for Catalogue and Discounts

ROSS RIFLE CO.

QUEBEC, P.Q.

Wire Nails

TRADE MARK

A trial order solicited. Prompt shipment made.
Special gauges made on short notice.

We also manufacture the best kind of Machine Screws; Wire---Bright, Coppered and Tinned; Stove and Tire Bolts, Tacks, Wood Screws, Sleigh Shoe Bolts, Rivets, Bright Wire Goods in Iron, Copper and Brass, Fence Staples, Boot Calks.



Canada Screw Co., Limited

TORONTO **HAMILTON** **MONTREAL**

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED

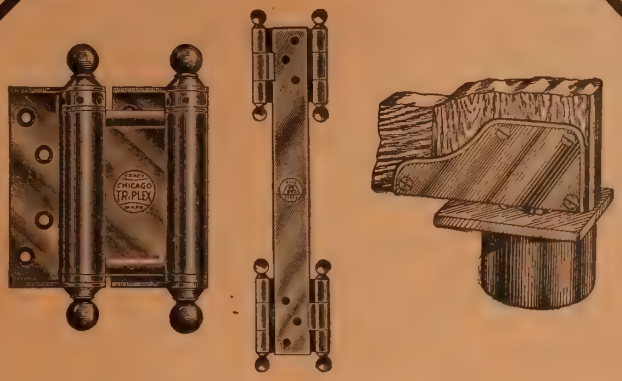


THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO NEW YORK

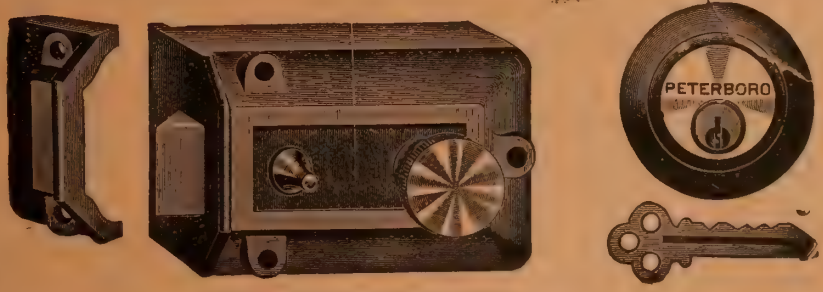
Send for Catalogue M 26

Get Right With the Building Trade

There's a large and profitable trade which can be done in Builders' Hardware, if you are handling our full range of Rim and Mortise Locks, and of Inside, Front and Store Door Sets, unrivalled at any price. Get our prices.

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario



Cylinder Night Latch, No. 103



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bent Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD. YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., of Canada, Ltd.

Windsor, Ont.

London Office and Warehouse—24 and 26 Holborn.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals



Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Practically Indestructible"

EKERT PROCESS

TRADE RADIUM MARK

PAT. IN CANADA 1907

VALVE DISCS



For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

"APOLLO"

Galvanized Sheet Steel

We carry a stock in all sizes and gauges and can make immediate shipment.

B. & S. H. Thompson & Co.

LIMITED

MONTREAL

DELTA



DELTA FILE WORKS

CARVER FILE CO.

PHILADELPHIA, PA.

An Independent organization not connected with the trust in any form, shape or manner.



FILES

The Highest Grade File Made
The File You Will Eventually Buy

BE FILE Particular

AND USE

DELTA FILES

THERE IS A REASON

Absolutely Crucible Steel Used; Highest Grade of Skilled Labor Employed; Consequently, Longer Life and Greater Efficiency, and Economy to the User.

CARVER FILE COMPANY **DELTA FILE WORKS** Philadelphia, Pa., U.S.A.

AN INDEPENDENT ORGANIZATION NOT CONNECTED WITH THE TRUST IN ANY FORM, SHAPE OR MANNER

Builders' Hardware

WHILE we handle and sell many different articles, we want to impress upon you the fact that *our main business* is selling hardware.

Having made a special feature of house trims, we can offer an assortment which, for artistic, durable and reasonable qualities, cannot be surpassed.

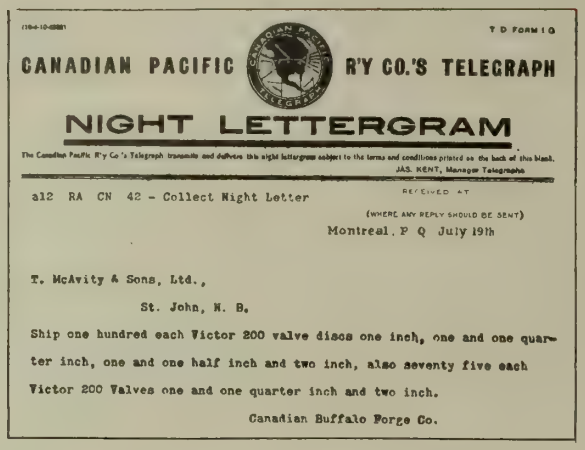
If you are ever asked the price of trimming a building, send us the plans and let us figure it for you.

Everything in Hardware

W. H. Thorne & Co., Ltd. Market Sq. and King St. ST. JOHN, N.B.

The Largest Hardware Establishment in the Maritime Provinces.

If you're in a hurry



T D FORM 1 G

CANADIAN PACIFIC R'Y CO.'S TELEGRAPH

NIGHT LETTERGRAM

The Canadian Pacific R'y Co.'s Telegraph transmits and delivers this night lettergram subject to the terms and conditions printed on the back of this blank.

JAS. KENT, Manager Telegraphs

a12 RA CN 42 - Collect Night Letter

RECEIVED AT

(WHERE ANY REPLY SHOULD BE SENT)

Montreal, P Q July 19th

T. McAvity & Sons, Ltd.,

St. John, N. B.

Ship one hundred each Victor 200 valve discs one inch, one and one quarter inch, one and one half inch and two inch, also seventy five each Victor 200 Valves one and one quarter inch and two inch.

Canadian Buffalo Forge Co.

send us your order by "Night Letter" or "Lettergram" *collect.*

In all ordinary cases we will make shipment within 30 minutes after its receipt.

We know and appreciate the importance of prompt shipment and act accordingly.

. . WHY . .

"VICTOR 200"

VALVE DISCS

EXCEL OTHER VALVE DISCS:

1. Made of Copper and Asbestos, thus allowing for Expansion and Contraction.

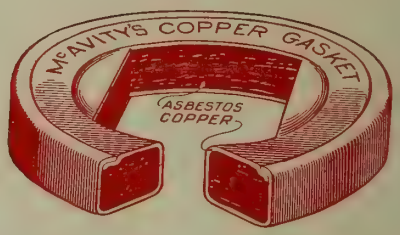
They are adapted for—

2. High or Low Pressure Steam.
   Hot or Cold Water.
   Gas or Air.

3. One "Victor" Disc will outlast six Vulcanized Rubber or Asbestos Discs.

4. "Victor" Discs give more than Six times the wear of other Valve Discs, therefore their economy is easily apparent.

5. "Victor" Discs interchange with genuine Jenkins' or McAvity Discs.



It is Not Enough

That "Victor 200" Valve Discs are as good as we say they are---they must be as good as you expect them to be.

Send for a sample order—they're just the line for the hardware trade to handle.

T. McAVITY & SONS, LTD., St. John, N.B.

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 511 Union Bank Bldg.
New York: Rooms 1109-1111, 160 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, SEPTEMBER 3, 1910 NO. 36

POCKET KNIVES
H. BOKER & COS
IMPROVED
TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS

For Sale by all the Leading Wholesale Houses

"Southern Cross"
Black Sheets

Cold Rolled | Close Annealed

Dead Flat

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

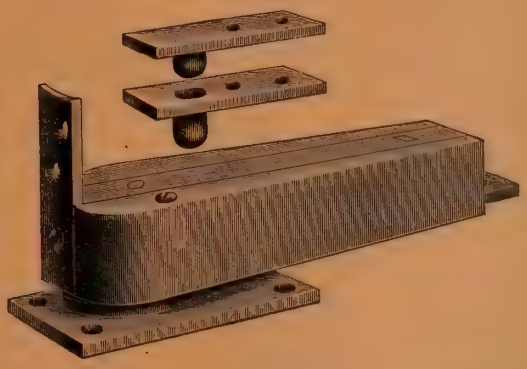
THE
"Chief" Spring Floor Hinge

Wrought Steel Ball Bearing

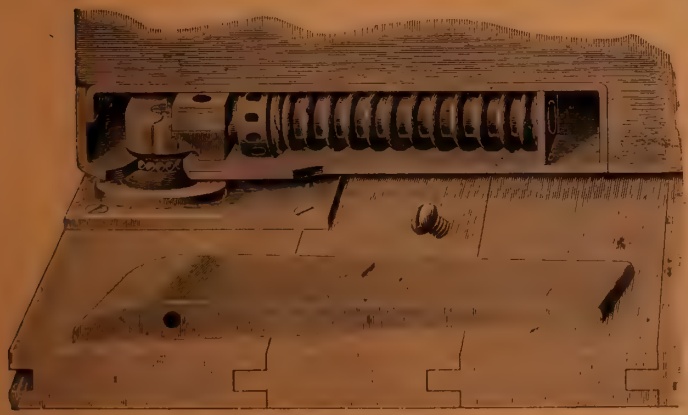
A perfect spring hinge in which water cannot get into the working parts.

No mortise to be cut in floor

Tension of spring easily adjusted at any time.
Ask your jobber for Taylor-Forbes specialties



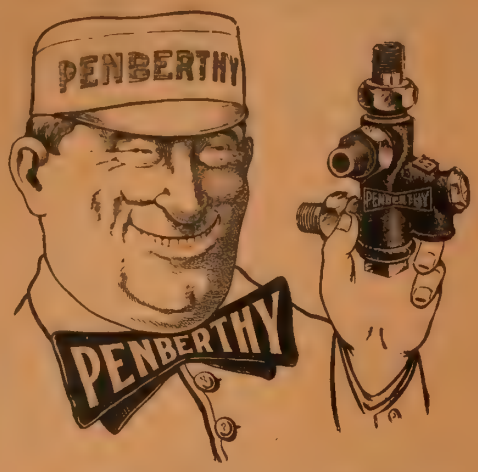
Pivot for upper jamb and socket for top of door



Hinge for bottom

Taylor-Forbes Co.,
Limited
Head Office and Works
GUELPH, - ONTARIO

TAYLOR-FORBES CO., Limited, 246 Craig St. West, MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travellers Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENGLAND



"THEY ALWAYS WORK"

TRADE PENBERTHY MARK

Stock The Best! It Pays!



XL-96 EJECTOR
For lifting or elevating liquids.
Lifts 22 to 25 feet. Elevates 50 to 75 feet.



GENUINE AUTOMATIC INJECTOR
The Injector with a well-earned reputation.
The Best in the World.

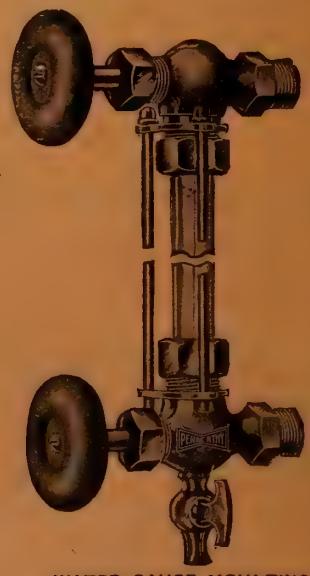
Every Hardware Merchant Should Stock These Lines



PLAIN STEAM WHISTLE
Clear Tone, well finished, very popular style



PLAIN ENGINE LUBRICATOR
Used by nearly all engineers. Made of best steam metal, well finished, and will stand a lot of hard usage.

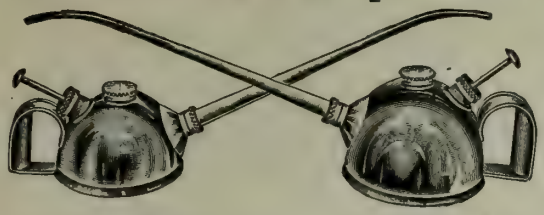


WATER GAUGE MOUNTINGS
We make a complete line—made strong and durable. A good line to stock, made in both rough and finished brass.

MANUFACTURED BY

Penberthy Injector Co., Limited - Windsor, Ont.

Howland's Pump Oilers





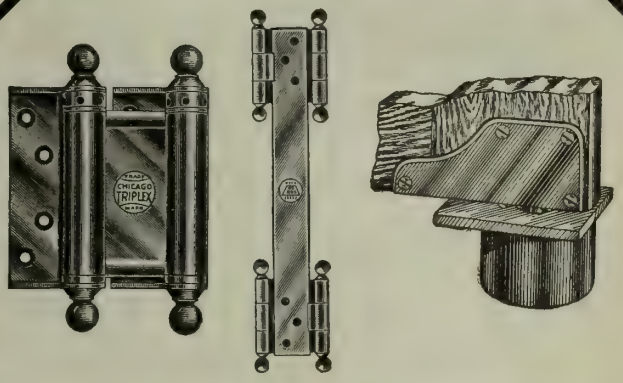
For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO — TRADE C.S.B. CO. MARK — NEW YORK

Send for Catalogue M 26

Are You Getting Your Share Of "YANKEE" TOOL Trade

or do you turn it away? Every time you turn away enquiries for new "YANKEE" Tools you run chance of losing a good customer to your competitor. Think it over!



No. 1555
3-Jaw Chuck
Two-Speed



No. 545
2-Jaw Chuck
Two-Speed



No. 555
2-JawChuck
Two-Spe d



No. 1545
3-Jaw Chuck
Two-Speed

New "YANKEE" Tools are Coming in Fast.

Ask your Jobber to quote on the New HAND DRILLS shown here

NORTH BROS. MFG. CO., Philadelphia, Pa.



You should have a catalogue showing the hundreds of handsome designs of

"METALLIC"

Ceilings and Walls

It means Dollars and Cents to you

Tell your fellow-merchants of the money-saving, sanitary and durable features of "Metallic." It reduces the insurance, cuts out the ordinary plaster ceiling repair bills, and adds greatly to the appearance of a store. "Metallic" lends readily to any style of decoration desired, and, furthermore, lasts a lifetime. The first cost is all the cost there is to "Metallic" Ceilings and Walls.

If you haven't a Ceiling and Wall illustrated catalogue, write for one to-day. Send us the names of your prospects. We will assist you by mailing them full information and illustrated booklet—"Interior Decoration in Metal." Send measurements of store for complete estimate of cost.

Manufacturers of "Eastlake" Metallic Shingles—Metallic Sidings—Cornices—Lath—Skylights—Ventilators—Finials—Conductor Pipe—Eavetrough—Fireproof Windows and Doors, etc.

046

The Metallic Roofing Co. Limited
TORONTO & WINNIPEG

MADE IN CANADA

CAN YOU AFFORD IT?

To do your work with second grade paper when you can have at hand the best that money can buy.

SUPERFINE LINEN RECORD

SAMPLES ON REQUEST.

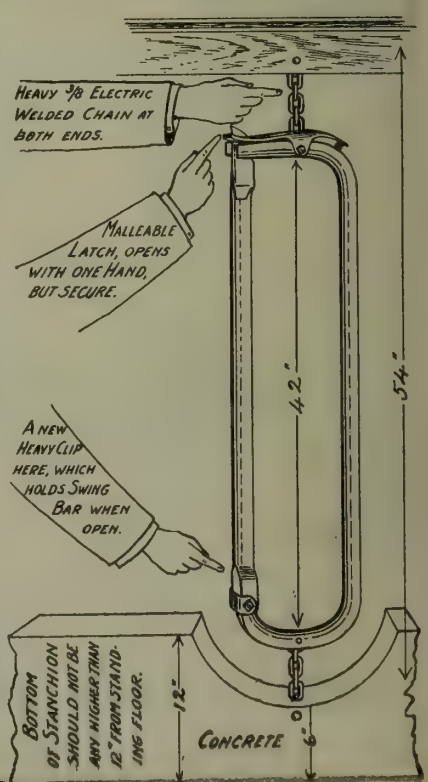
THE ROLLAND PAPER COMPANY, LIMITED
HIGH-GRADE PAPER MAKERS
GENERAL OFFICES:
53 St. Sulpice Street
MONTREAL, P.Q.
MILLS AT
ST. Jerome, P.Q.

The Strongest, Safest and Neatest
CATTLE STANCHIONS ON THE MARKET ARE

Rush's Cattle Stanchions

An examination of the accompanying cut will show you how easily you can sell Rush's Stanchions to your farmer customars.

Rush's Stanchions give the cattle great freedom of movement, yet hold them securely in the stall. But no movement of the cattle, no matter how violent, can release the latch or damage any part of the stanchion. At the same time the latch can be instantly released by the flick of a finger.

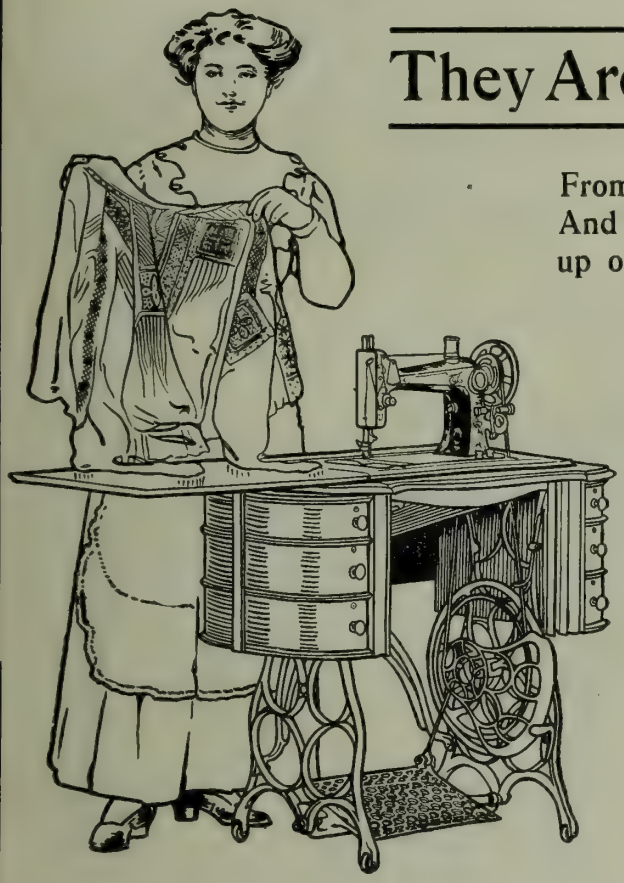


WRITE ME
For Prices, Discounts and Illustrated Circulars.

A. M. RUSH
POWER STREET
PRESTON, - ONT.

Handle Sewing Machines

MR. HUSTLING HARDWARE MERCHANT



They Are MONEY-MAKERS

From 40 per cent. to 75 per cent. profit. And they sell easily and quickly and take up only a small amount of floor space.

We are Exclusive Canadian Agents

for the following family Sewing Machines

THE BLACK DIAMOND
THE GOLD COIN
THE QUEEN OF THE WEST
THE PIONEER

Every machine is protected and backed by our Binding Ten Year Warranty, so if anything goes wrong we are obligated to make replacements free of charge.

YOU NEED NOT BE AN EXPERT

Sewing Machine Operator to be able to successfully handle this profitable line because OUR Sewing Machines are so simply constructed, so easily understood and operated that a child can run them.

To prove it we cite the fact that in the United States 175,000 Family Sewing Machines of the same make as ours are annually sold by hardware merchants who know no more about their construction and operation than yourself.

Write right away for our complete Fall Catalogue of Guns and Sporting Goods, Sewing Machines, etc.

LEWIS BROS, Limited - Montreal

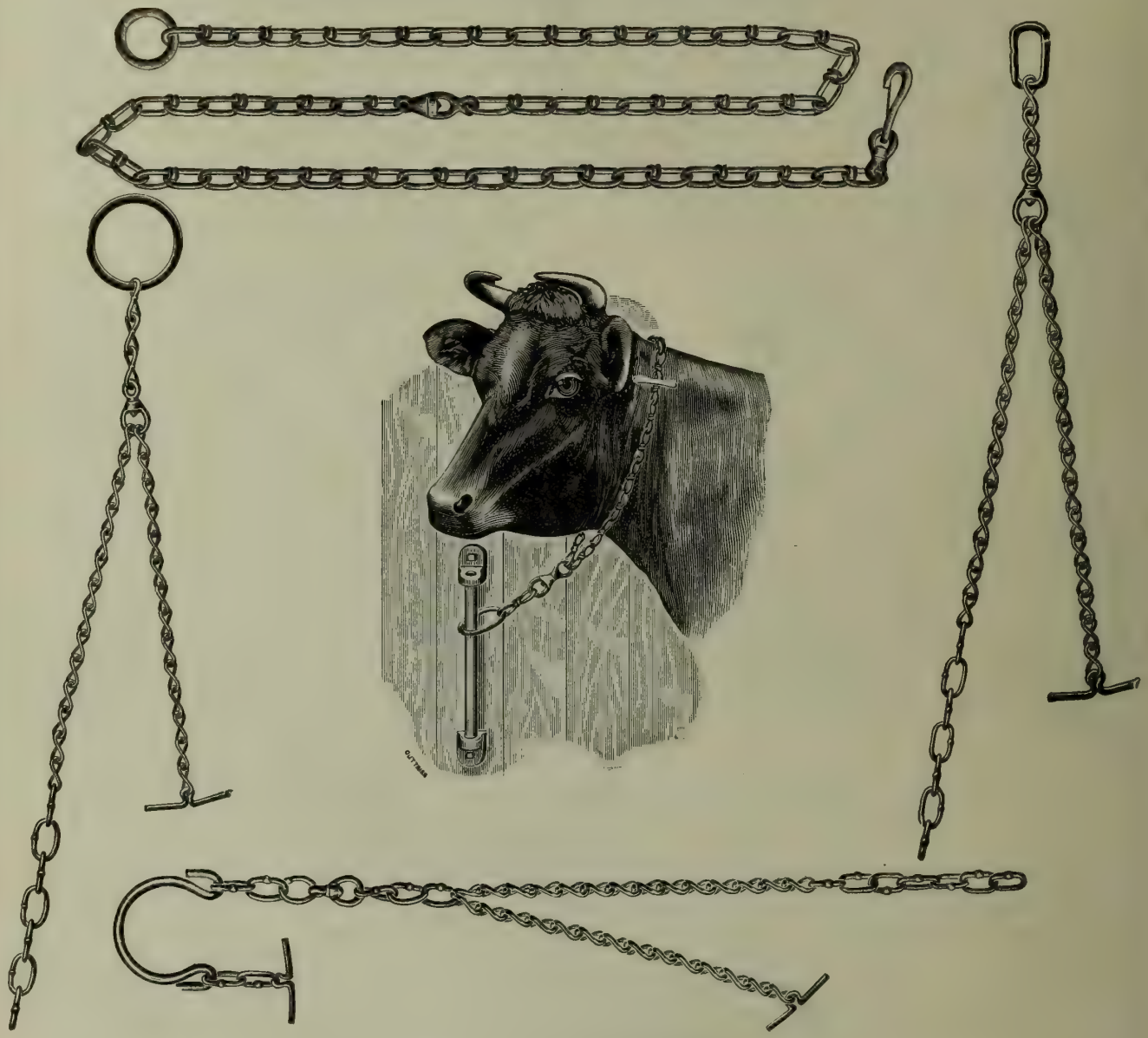
OTTAWA TORONTO VANCOUVER

Cattle Fixtures

Is a line that will soon be in season. Now is the time to get after this business, as there is always a great demand for these each Fall. Handle the Cattle Chains that sell themselves, namely

Electric Welded, Greening & English Cattle Chains

Our stock of Cattle Fixtures is complete and if you get our prices you will buy from us.



We Carry the Best Makes

Large Stock **Write for Prices** **We Ship Promptly**

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : **Canada**

An Enterprise Coffee Mill is to be found in almost every grocery store. Even the Chinese merchants insist on having Enterprise Mills. There is a reason for it.

They know that the specially chilled grinders in these mills will do their work perfectly, cutting the coffee clean without mashing it; that the adjustment is perfect; the beauty of finish adds to the appearance of their stores.

ENTERPRISE COFFEE MILLS



No.	Capacity of Hopper	Will Grind	Height	Weight
2	4 oz. Coffee	6 oz. per minute	12½ in.	15 lb.
3	½ lb. "	½ lb. "	15 "	22 "
5	¾ " "	¾ " "	17 "	36 "
7	1¾ " "	1 " in 75 turns	21½ "	62 "
9	3 " "	1 " 75 "	24 "	107 "
16	6½ " "	1 " 50 "	63 "	250 "

THE BEST
OF
THEM ALL

OTHER SIZES SHOWN IN OUR CATALOGUE.
WHOLESALE DISTRIBUTORS

Caverhill Learmont & Co

MONTREAL and WINNIPEG

YOU DON'T CARE

PERHAPS

if we ARE getting constant repeat orders on

Brantford All-Around Glue!

BUT

YOU WOULD CARE

if YOU were one of the lucky dealers handling it and making a good steady PROFIT.

Don't read this Ad. and say: "Wonder what they've got?"

Send your jobber or us an order, and find out.

We like to answer inquiries, so send in yours.

Canada Glue Co.
Limited
Brantford, Ontario

Manufacturers of
'The High Grade Glue in the Convenient Package."
IN
The Largest Works
Under the British Flag.



NEW IDEA IN SHOVELS

THE SPLIT HANDLE

Advantages over old style:
1. GREATER STRENGTH
2. LESS WEIGHT
3. MORE ROOM FOR THE HAND

The handle is split at the top to form a D, and is made wider than the ordinary D handle, giving more room for the hand..

The hand piece is rabbited into the side pieces and held together by a rivet passing through them. The rivet at the bottom of the D prevents the handle from splitting downwards.

When ordering, specify Split D handles, as we furnish them on all shovels, spades, etc., without extra cost.

The D. F. Jones Mfg. Co., Limited, - Gananoque, Ontario

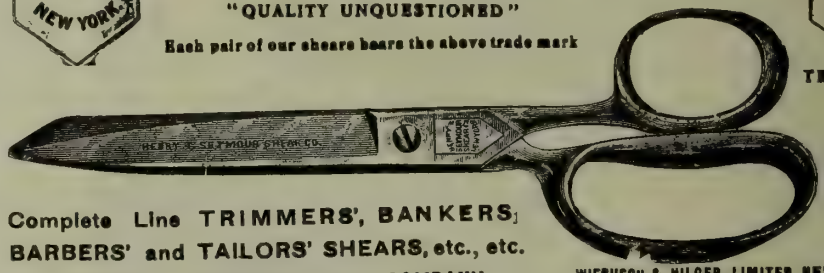
SEYMOUR SHEARS

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

TRADE MARK



Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents



The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

AN ALL-YEAR ROUND SELLER!

Western Agents
Jas. Stewart Mfg. Co., Ltd.
Winnipeg - Man.

ARE YOU SELLING

BUSTER BROWN

Children's Express Wagons?

They are the strongest and handsomest line of Toy Wagons on the market. In four sizes at popular prices. Handy around the store, farm or home. Just the thing for the boys.



Write for Prices

The Woodstock Wagon & Mfg. Co., Ltd.
WOODSTOCK, ONTARIO

Reception Week



Toronto offers a cheerful welcome to all comers during the Exhibition, with plenty to see, plenty to enthuse over, and a superabundance of prosperity every way you turn.

To anyone interested in Hardware this business has its own special appeal, with extensive Show-rooms arranged for the convenience of customers.

These days we keep "open house," and extend every courtesy of the establishment to visitors. Arrange to make this your headquarters while in town.

H. S. Howland, Sons & Co., Limited

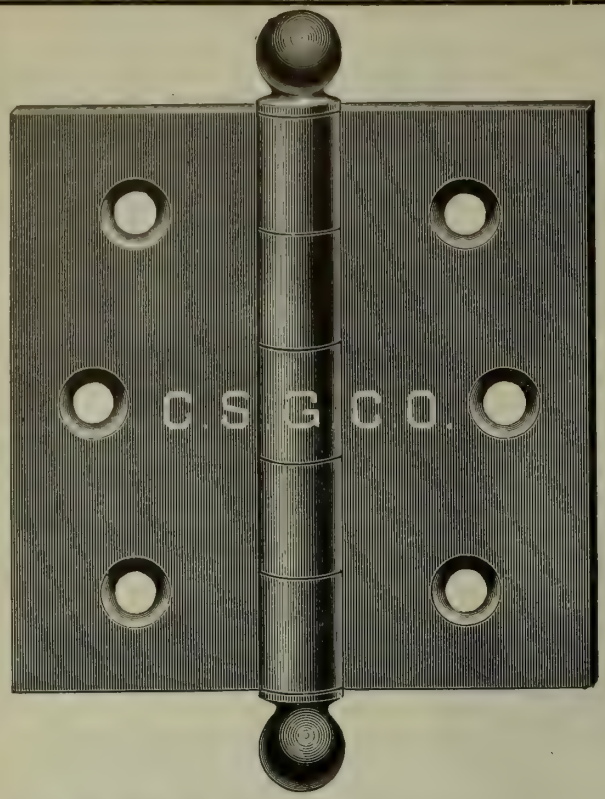
Wholesale Hardware

TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.



BUTT HINGES

A MERCHANT in one of the most progressive towns in Western Ontario writes us (unsolicited) that the carpenters always look to see if the Crescent Brand is on the Butts and if not they won't use any other make.

LIKELY your Butt and Hinge business is not as large as it might be and

Perhaps that is the reason

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA



DAVIDSON'S

"Premier Marathon"

STEEL RANGE

Burns Coal or Wood

Improved Design and made with

- **18-Gauge Polished Wellsville Steel Body.**
- **Extra Large and Well-Proportioned Fire Box.**
- **New Duplex Draft.**
- **Square, Roomy Oven**
- **Cast Iron Smoke Flue.**
- **Exceptionally Heavy Top.**
- **Ventilated Base.**
- **Plain, Heavily Nickeled Trimmings.**

Can be supplied on feet or base, in four sizes and numerous styles.

Write for Booklet with Prices and Illustrations.

The Thos. Davidson Mfg. Co.,
LIMITED

MONTREAL - and - WINNIPEG

DISSTON PROGRESS

1840. Henry Disston made but *few* saws a day.

1850. Made *some* dozens each of various kinds of saws per day.

1860. The Disston Saw Works turned out *hundreds of dozens* of saws per week.

1865. Factory destroyed by fire—rebuilt immediately.

1870. Sales increased to *thousands of dozens* per month. Factory again destroyed by fire and rebuilt.

1880. Mounted up to *tens of thousands of dozens* per month.

1890. Leaped to *hundreds of thousands of dozens* per year.

1900. *Millions* of saws of various patterns were made and *sold.*

1910. Sales still increasing and the demand for Disston brand of saws and tools unprecedented.

THE REASONS: Integrity, persistence, courage, enterprise, knowledge, all united in a constant effort to manufacture and deliver the *best* saws for every purpose which it lies within human power to produce.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works — PHILADELPHIA, PA., U.S.A.

CANADIAN WORKS:
Fraser Avenue
Toronto :: Canada

It's a Matter of Profit

Every one of the various products of TWENTY British makers whom we represent will prove a MONEY MAKER for the wideawake dealer.

OUR GRIP HOLDER FOR GAS OR ELECTRIC SHADES sells itself. We claim there is no other holder which requires no screws, no attachments, but itself. IT IS INVERTED, OF COURSE, AS THESE ARE THE LATEST THINGS IN GRIP HOLDERS.

PLEASURE TO EXPLAIN IT TO YOU. NO order too large and none too small.

OUR PATENT SOLDERING IRON saves labor, time and trouble, and is just the thing that will attract business in your neighborhood.

IT WILL PAY you to investigate our fine British paints.

WE represent the TITANIC PAINT CO., of Birmingham, Eng. Their sample card will interest any live merchant. Write for particulars.

RANDALL BROS., of London, have an enamel paint that has never been even approached in the CANADIAN MARKET. Let us demonstrate its merit. Our BOOKLET is convincing. All new and interesting.

Don't buy SANITARY FITTINGS before consulting us; we have cast iron WATER PIPES by WATSON GOW, of Glasgow; roofing, glazed wall tiles and external terra cotta stable fittings. OUR PATENT CHIMNEY POT ABSOLUTELY PREVENTS DOWN DRAFT. It is in use on the GOVERNMENT BUILDINGS at Ottawa, and on the ROYAL PALACES OF BRITAIN.

QUALITY is remembered long after the PRICE has been forgotten.

The International Supply Company

140 MANSFIELD STREET, MONTREAL

H&R ARMS CO

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.
¶ For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single gunsare specially suited.
¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass.

THE NEW ATKINS CATALOG
NOW READY



You should have this new book on Saws. It contains the very latest information, lists and description, covering Saws, for all purposes.

Send for It To-day

Drop a postal to the address below and we will send the book free of charge. Whether you buy Atkins Sterling Saws or not, you should have the book on your desk Write for it now before you forget it.

E. C. ATKINS & CO., Hamilton, Ontario

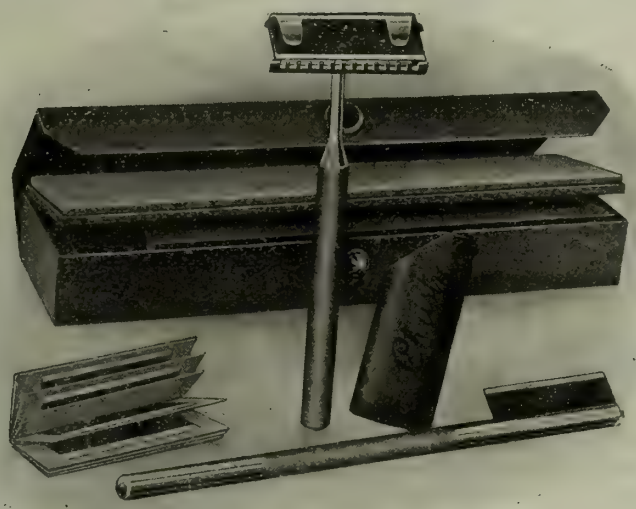
United States Factory, Indianapolis, Ind.

IT PAYS TO SELL THE "CHRISTY"

As it is British Made Throughout

Shows a **Good Profit** For the **Hardwareman**

Write for Terms to the Sole Manufacturers



The "CHRISTY" Safety Razor Outfit.

Complete WITH Six Sheffield Steel Blades, Strop-Holder, and Strop.

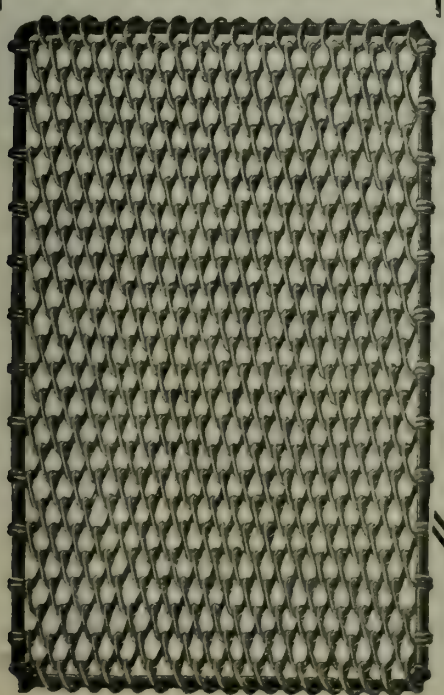
RETAIL PRICE: **$1.50**

The Christy Safety Razor Co., Ltd., 147, Queen Victoria Street, LONDON, ENGLAND.

A Household Necessity

No article is so indispensable in every home as an efficient DOOR MAT, and no lines of door mats are so chock full of quality, and have such effective cleaning surfaces as

"SIMPLEX" Door Mat



GREENING'S

"SIMPLEX"

and

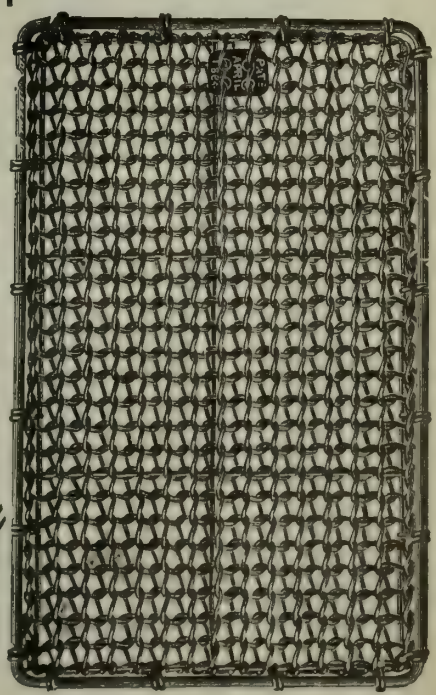
Improved Reversible Steel Wire Mats

You will find these mats will meet every requirement of your trade and are very profitable lines to handle.

THE B. GREENING WIRE COMPANY, LIMITED

HAMILTON Ont. MONTREAL Que.

Improved Reversible Steel Wire Mat.



Bell Brand Horseshoes

TRADE MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited	BELLEVILLE
Toronto Bolt and Forging Company, Limited	SWANSEA, SUNNYSIDE
Gananoque BoltCompany, Limited	GANANOQUE
Brantford Screw Company, Limited	BRANTFORD

Head Office - - - - TORONTO, ONTARIO

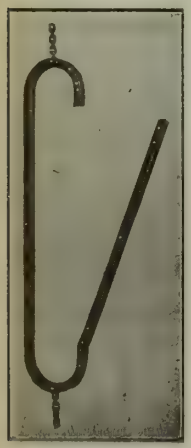
Simonds "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. Montreal, P.Q., Vancouver, B.C., St. John, N.B.



Patent Pending OPEN

Beath's Stanchion Cow Tie

A MARVEL OF SIMPLICITY, STRENGTH and RELIABILITY

Excels in Every Point—Good Appearance—Absolutely Noiseless—No Springs—Sanitary
Made of High Carbon U Bar Steel—Extra Heavy
Hinge and Lock Simple, Easy working and Strong—No trappy mechanism to get out of order

Every farmer building new barns or remodelling their stables should adopt Beath's Stanchion Cow Tie. Used and endorsed by leading stock men everywhere.

There's Money in this Line for the Dealer!

Write for prices and discounts. **W. D. BEATH & SON, Limited** TORONTO Canada



Patent Pending CLOSED

The Empire King Co. 160

Has all the latest improvements found on our more expensive Furnace, at a lower price

Has Large Feed Door, Sectional Fire Pot, Large Radiator, Triangular Crate Bars (each pair operated separately), Suitable for 4, 5 and 6 Roomed Houses.



Without Casing

Direct Draft Damper, Dust Damper, Large Water Pan. Every one guaranteed. Prices moderate.

Write us direct or any of our Agencies

The Christie Bros. Co., Ltd., 802 College St., Toronto

The Christie Bros. Co., Ltd., Cor. Park and Henry Sts., Winnipeg

M. C. Drew & Son, Vancouver, B.C.

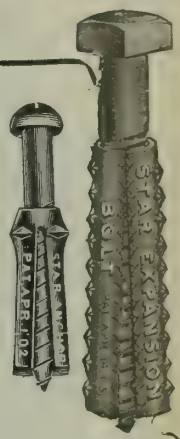
Write for prices to-day

MADE BY

The Canadian Heating and Ventilating Co., Limited

OWEN SOUND, : ONTARIO

Two Trade Bringers You Should Have on Your Shelves



It's not wise to experiment with or handle a cheap **unadvertised** line of goods. Experience has undoubtedly taught you this. Advertised products stimulate trade in other lines.

Star Expansion Bolts

and Star Screw Anchors

are advertised extensively in over 100 of the best-class Trade and Mechanics' Publications in Canada and the United States. The advertising of Star Products not only increases their sale but aids materially in helping you dispose of other stocks. We have letters from the largest hardware merchants in both countries voicing approval of the quick-selling qualities of Star Products.

We have a special favorable dealers' proposition to offer you, together with our new catalogue number 36, and some free samples. Drop us a postal.

Star Expansion Bolt Company

CATALOGUE DEPARTMENT 36

147-149 Cedar St. - New York City



Sure as the Sun rises to-morrow there will be a heavy demand for all goods this coming season To many dealers McDougall Pumps in the past have been conceded their most satisfactory line and our constant aim is to improve. We therefore anticipate a largely increased business this year and will always maintain the Standard quality "Aremacdee."

Increased facilities will enable us to take care of your wants, but early specifications will be much appreciated.

Catalogue certainly for the asking

117

The R. McDOUGALL CO.

Galt, Canada LIMITED



The "Sunbeam" Oak

meets the demand for an attractive, up-to-date, well-put-up heater

It is made in five sizes and the body is of good uniform color, cold rolled steel. It is supplied with or without nickel top ring.

The "Sunbeam" Oak is a good seller.

One of these placed on your floor will sell itself.

Order now and try it out.

McCLARY'S

London Montreal Toronto Vancouver St. John, N.B.
Winnipeg Hamilton Calgary Saskatoon

Get the Local Agency for

MONARCH DIAMOND

HIGH GRADE THE DIAMOND LINE RIGHT PRICE

Planished Steel Ranges



It will pay you better profits than any other because Monarch Diamond Ranges have exclusive points of construction that appeal irresistibly to careful householders.

They burn any kind of fuel. They have large, roomy ovens that cannot warp or be in any way affected when in use by cold air currents along the floor or elsewhere. The BODY is THREE-PLY—two layers of heavy steel between which is a layer of asbestos. The FIRE-BOX is splendidly proportioned and is fitted with easily-removable duplex grate bars. The Front Key Plate is hinged, allowing access to fire for broiling, etc. Reservoir holds three pails of water, is made of heavy planished steel retinned inside. Fire Door is extra large; takes in rough wood; it is made double, outside nickel which does not tarnish.

You will look a long time before you come across any range equal in value to the Monarch Diamond.

Write us at at once for Catalog and Discounts.

Butterworth Foundry

LIMITED

OTTAWA - - CANADA

"GOOD CHEER"

Stoves and Furnaces at the Canadian National Exhibition

Toronto, August 27th to September 10th



You are invited to call and examine our display in Stove Building (NORTH AISLE.)

A full line of our Good Cheer Circle Waterpan Furnaces is being shown, and this will be your opportunity to see for yourself that we have the real article in the heating line.

We welcome you—so make yourself known.

The James Stewart Mfg. Co., Limited, Woodstock, Ont.

Western Branch:—156 Lombard Street, Winnipeg, Man.

DISTRIBUTING AGENCIES:—McLennan, McFeely & Co., Vancouver, B.C. **Wood, Vallance Hardware Co., Nelson B.C.** **Ross Bros., Limited Edmonton, Alta.**

About the Latch String at the Sign of

GURNEY-OXFORD

You will be in Toronto some time during the Exhibition. You, as a live business man, are going to look around and see if there is anything worth taking home again.

In times past you have called upon us at the Exhibition. You wanted to see one of the Company—he was at the plant—you went to the plant—he was at the Exhibition. Not so this year.

You will find us at the plant at 500 King St. West. We are not exhibiting at the Fair, but we are exhibiting at our own showrooms. By so doing we can give you much more satisfactory service. You can see everything in a much shorter time. You will meet your friends here, and as the plant is in the heart of the city, by making it your headquarters you can reach any part of Toronto in a short time. Be sure and come around. We'll be looking for our friends, old and new.

The Gurney Foundry Co., Ltd.

500 King Street West, Toronto

PHONE MAIN 4175

Monarch
MALLEABLE
The "Stay Satisfactory" Range

A Perfect Range Would Be Built With Malleable Iron

By using Malleable Iron in preference to cast iron in building MONARCH Ranges, we have obtained two advantages. First:—The toughness of the metal permits a construction that gives a better service to the user. Second:—The same feature prevents breakage in shipping and in use. Malleable iron is unbreakable and can be worked cold under the hammer—that's how we can make such a firm construction.

The Malleable Iron frames on the MONARCH are jointed to the steel body with rivets or malleable lugs. This connection is solid and permanent. If we used cast iron it would be necessary to make the joints with stove bolts and caulk them with stove putty, which at best makes only a temporary connection. With the constant expansion and contraction of the iron, the stove putty loosens and falls out, thereby creating air leaks into the flues, which lessens the efficiency of the range.

The MONARCH oven is held in L-shaped Malleable Iron frames. With this riveted construction the joints of the oven to the steel body are practically air-tight and so rigid that they cannot open up, even after years of service. It is impossible for "air leaks" through joints like these.

The top frame being of Malleable Iron, is drawn down into the top of the steel body under pressure and riveted into place. There is no stove putty used in this joint—it is tight without it.

By making the plates and covers of Malleable Iron they will not crack or break, even when made of less thickness than those of cast iron. Nor will they warp with even three times the service that would ordinarily ruin cast iron.

All doors and door frames are of Malleable Iron. We use Malleable Iron in the MONARCH Range only where it will increase its actual value to the dealer and to the user of the Range.

How We Are Specialists

Instead of making all varieties of cook stoves, cast and steel ranges of different patterns, heating stoves and furnaces, our entire organization and equipment is employed wholly in making MONARCH Malleable Ranges.

There is but one quality, and as the operations in making all sizes of MONARCH Ranges are identical, every workman becomes an expert in the line of work he performs. By this specializing we can give you the MONARCH Range at practically the same price that you pay for a cast iron range that might be classed as a first-quality-article in its line.

A proper retail price can be maintained on MONARCH Ranges, for our specializing is to your advantage when you show how the range is made and why Malleable Iron is used.

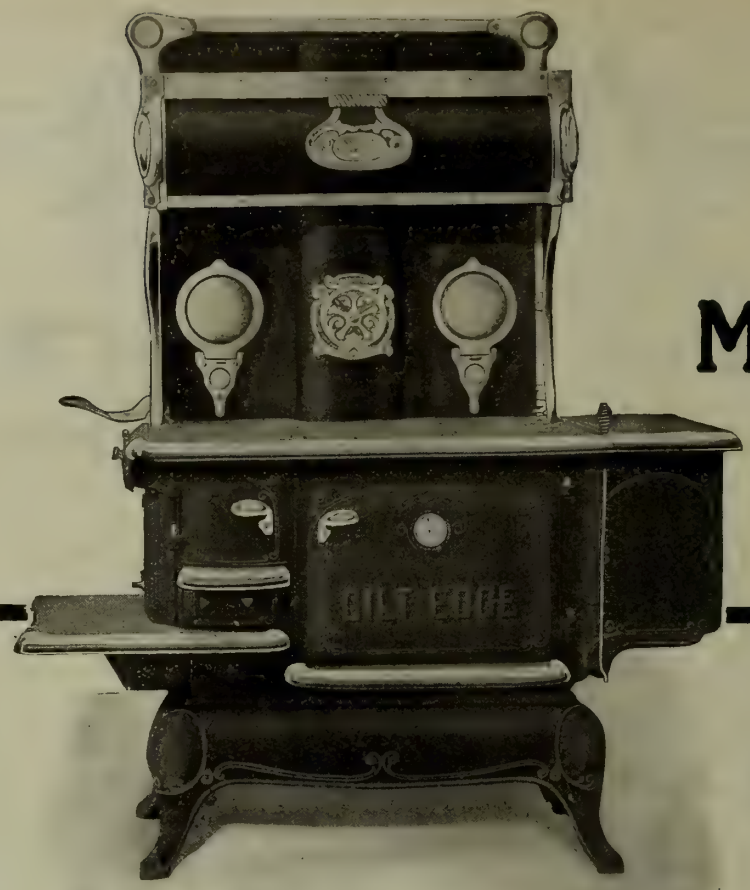
"Our Plan"

We offer you an assistance in selling MONARCH Ranges by working directly with your customers. Not by simply mailing a few disconnected circular letters to a promiscuous list, but by a good application of salesmanship on parties who have given some indications of being in the market for a range, thus making sales you otherwise would not get. We originated this plan of assistance several years ago. It has been copied by other manufacturers, but never successfully, for it can apply only to MONARCH Ranges—a line of one quality throughout—from which our selling arguments are taken.

We have plenty of evidence to support every claim set forth here and we ask any dealer who will concede that there is a possibility for his trade in ranges to be improved, to write us for our catalogue, prices and full information regarding "OUR PLAN" of assistance.
MONARCH Ranges are now delivered from warehouse stock at Winnipeg with prices quoted F.O.B. that point.

MALLEABLE IRON RANGE CO.
Beaver Dam, Wisconsin

A High Grade Range



At A Moderate Price

ELEGANT **SIMPLICITY**

To meet your demand for a moderately-priced range that is at once economical, reliable and durable, no range will prove such a profitable or popular seller as the

GILT EDGE RANGE

with Reservoir and High Closet

The "Gilt Edge" is a very effective and handsome range, is entirely without the deep carving so difficult to keep clean, and carries a combination of polished nickel and steel surfaces which give it a very smart appearance.

Every improvement which makes for practical utility has been introduced into this range, the large and well-proportioned Fire Box being fitted with the quickly-removable Peninsular Duplex Grates.

Send for new Catalogue fully describing our splendid range of Stoves, Furnaces and Ranges.

Clare Bros. & Co., Limited

PRESTON, ONT. **WINNIPEG, MAN.**

AGENTS:

CLARE & BROCKEST, Limited
Winnipeg and Calgary

J. M. KAINS & CO.
Vancouver

RACE & HUNT
Edmonton

MECHANICS' SUPPLY CO.
Quebec

The Most Extensively Advertised Oil Consuming Devices on the Market

They are the best that inventive ingenuity and manufacturing skill can produce. No time or expense has been spared in embodying in them every possible improvement.

THEY ATTRACT TRADE **THEY SELL THEMSELVES**



The Rayo Lamp is a well-constructed, handsome, center-draft lamp of unusual light-producing power. Made of brass and beautifully nickeled. An ornament anywhere.

Rayo



The Perfection Smokeless Oil Heater is acknowledged to be the only oil heater that really is perfection. It is an easy seller. Does all that is claimed for it and always satisfies the purchaser.

Perfection Smokeless Oil Heater



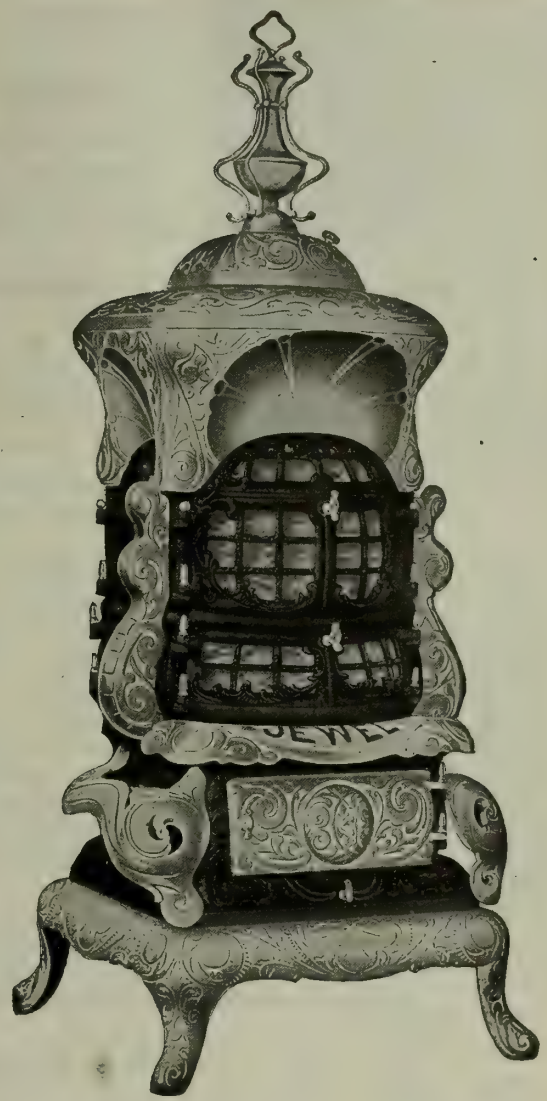
TheNew Perfection Wick Blue Flame Oil Cook Stove is the best device for cooking that is made. Smokeless, odorless, convenient, attractive.

You do not have to hammer at your customers in order to induce them to buy. Our long and extensive advertising campaign has caused the New Pe-fection Wick Blue Flame Oil Cook Stove, the Perfection Oil Heater and the Rayo Lamp to be recognized as standard fixtures of the well-appointed home.

New Perfection
WICK BLUE FLAME
Oil Cook-stove

If your jobber does not handle these goods, write for descriptive circulars and prices to

The
Queen City Oil Company, Ltd.
TORONTO



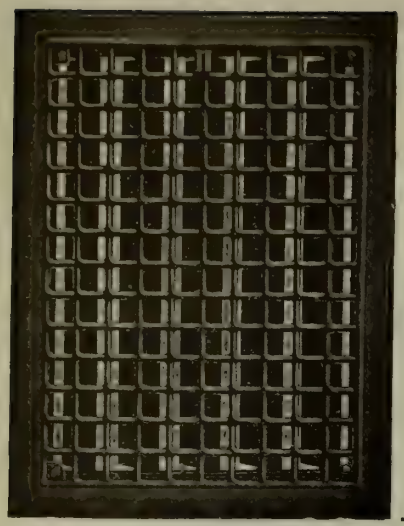
Jewel Stoves and Ranges
Jewel Heating Stoves

This is the time dealers are placing their orders for Heating Stoves. The Fall rush will soon be on, when everybody will want stoves.

The Ideal Jewel shown here is probably the handsomest Heating Stove made in Canada. It is a Self-Feeding Base Burner and Double Heater that works perfectly and gives a great amount of heat with a small consumption of fuel.

We manufacture Heating Stoves of all kinds for Hard or Soft Coal or Wood. Some of them are the Modern Jewel, Acme Jewel, Quebec Jewel, Standard Jewel, Grand Jewel and Jewel Oak, for coal. Also the Jewel Triple Heater, Little Giant, Sunlight and Hickory Box, for wood.

The Burrow, Stewart & Milne Co.
LIMITED
HAMILTON, ONT.



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed. Non-breakable. Largest Air Space. Low Prices.

Get our Catalogue.

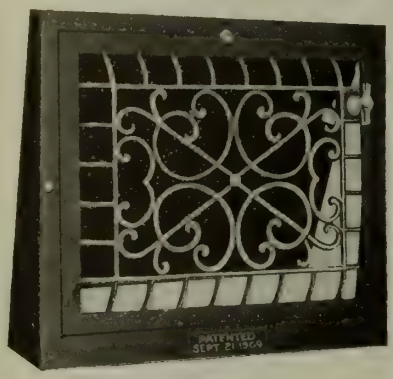
The HART & COLLEY CO.

Factories:
NEW BRITAIN, CONN.

Selling Agents:
GURNEY FOUNDRY CO.

Montreal, Toronto, Winnipeg, Vancouver and Calgary





"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

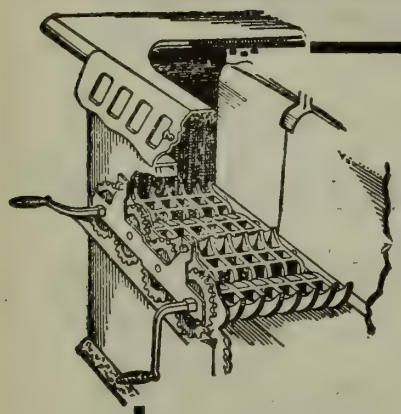
Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



The Range With the Irresistible Selling Point!

Every range is only just as good as its Grate, and the

"Champion" Range

recommends itself because of the "Champion" Grate! This grate, with the cross-wise, non-warping bars, operates in two sections, and gives better combustion than any other grate, because it is more open, and more easily shaken and cleared.

Ask for Catalog and full particulars.

D. J. BARKER & CO. - Picton, Ont.

Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at
Montreal, Que. Hull, Que.
Marlbank, Ont. Belleville, Ont.
Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

Head Office:
Montreal

Sales Offices:
Montreal - - Toronto
Winnipeg - - Calgary



"T & B" Imperial Base-Board Register and Wall-Line

Pre-eminent for Design, Quality and Finish

When you are handling

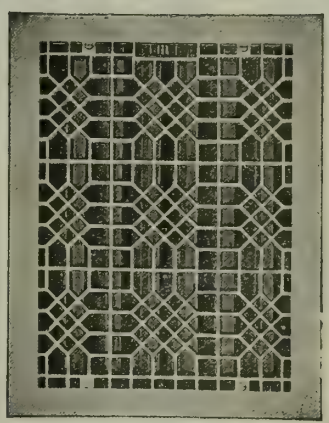
"T & B"

Registers, Ventilators and Grilles

you are selling the highest quality goods made, at a price no greater than other makes. "T & B," "Special," "Imperial," and "Baby" Base-Board Registers admit of the largest possible out-let of heated air, and furnace pipe manufacturers are making their boxes fit the above styles. Send for illustrated catalogue.

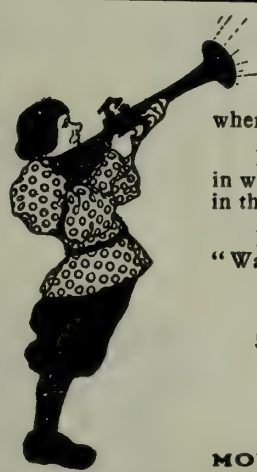
Tuttle & Bailey Mfg. Co. of Canada, Limited

BRIDGEBURG, ONT.



Semi-Steel Register

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.



NO SHOOTING AT RANDOM

when you use Hardware and Metal "Want Ads."

From Nova Scotia to British Columbia not a town is missed in which there is a Hardware Dealer or Manufacturer interested in the hardware trade.

If there is a man in Canada interested in our proposition a "Want Ad." in Hardware and Metal will find him.

Rates, 2c. per word for first insertion.
1c. per word for subsequent insertions.
5c. additional each insertion when box number is desired.

SEND CASH WITH ORDER.

HARDWARE AND METAL,

MONTREAL TORONTO WINNIPEG



The Moorish Sidewall Register

The Bull's Eye of Perfection

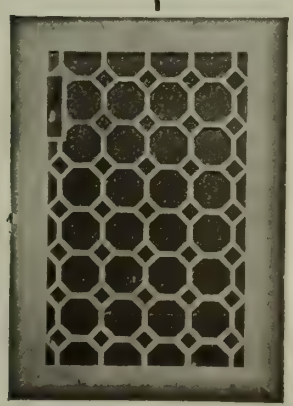
REGISTERS, FACES, BORDERS

"Made in Canada" Our new plant is in full working order making all known sizes, shapes and finishes.

Prices Rock Bottom

The Canadian Ferrosteel Company

Bridgeburg - - - - - Ontario



The New Convex Reversible Wafer

METALS

Iron and Steel

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

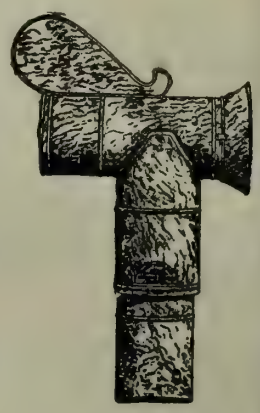
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



McKINLEY & NORWOOD
Plumbers and Steamfitters

Ottawa, June 4th, 1903

J. W. HARRIS Mfg. Co., Ltd.,
Montreal.

Gentlemen:—

In reply to your letter of 1st of June inst, beg to say that the "J. W. Harris Rotary Ventilators" we got from you have always proved satisfactory to us, and we can recommend them where such an article is required.

Yours respectfully,

McKINLEY & NORWOOD

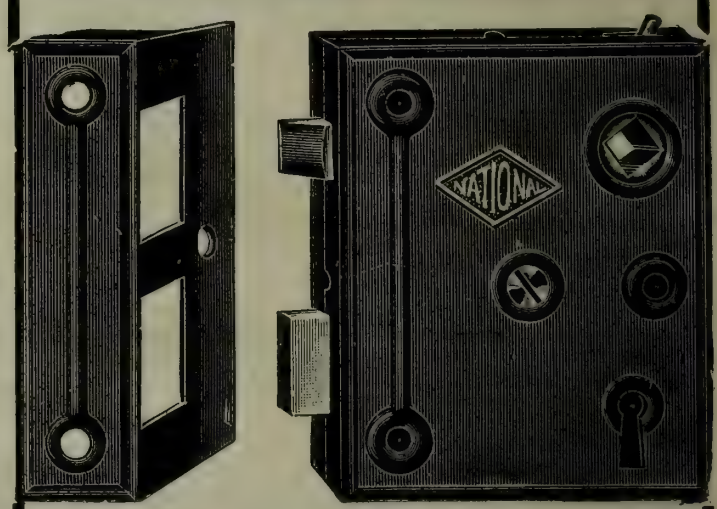
The J. W. Harris Mfg. Co., Ltd.
CONTRACTORS
Montreal

OUR BEST BUILDERS USE ONLY

Steel Rim Locks

and the strongest, safest and most durable Steel Rim Locks are

NATIONAL BRAND



Order from your jobber

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA

GILBERTSON'S

COMET

BRAND

Galvanized Sheets

Guaranteed to double seam and are well galvanized.

Sole Canadian Sales Agent:

ALEXANDER GIBB,

13 St. John St. — MONTREAL

SIMONDS



There is no saw made that has a more complete guarantee of quality than the SIMONDS. Every Dealer and Jobber should have our Catalogue and discounts.

Simonds Mfg. Co.

FITCHBURG, - MASS.

Branches throughout the United States and Canada.



THE WHITE MOP WRINGER COMPANY

offers the **Largest Line of Mop Wringers** in the **World.** Latest improvements. Up-to-date.

Satisfaction Guaranteed

The Best Mop Wringer

Why? Because easiest to operate, wrings driest, and is the most durable on the market. Adapted to sheet iron or wooden pails. Free display rack. Liberal discounts. Write to-day for catalogue.

MADE IN CANADA

WHITE MOP WRINGER CO.

Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively

This Trade Mark Insures Genuineness Originality Perfection Satisfaction

"We will never be buried with the unknown dead---we ADVERTISE. There's the whole thing in a nutshell ---we ADVERTISE; and, therefore, we CANNOT be unknown."

Traveling Salesmen!

Ever Hear of

Hugh Chalmers?

He is the man who, at the age of 30, was so good a salesman that his firm paid him $75,000.00 a year.

Anything such a man has to say about salesmanship certainly can be read with entertainment and profit by every salesman in Canada.

Not long ago, Mr. Chalmers gave two public addresses concerning salesmanship. We are printing these two addresses in a neat pocket-size pamphlet and want to send a copy of it *free* to every salesman in Canada.

No strings on this.

The pamphlet is *free* to every salesman.

All you need do is to write us, stating your name, your private address and the name of the house you represent.

We want these particulars simply by way of proof that you are a traveling salesman because we charge non-salesmen 50c a copy for the pamphlet—and it's well worth it, too! But, remember, it is *perfectly free* to traveling salesmen.

Better write for *your* copy now.

The MacLean Publishing Company, Limited

143-149 University St. - Toronto

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BUILDERS' SUPPLIES.

Bell Phone 3033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.

Board of Trade Building

39 St. Paul St., - QUEBEC

CLIPPERS.

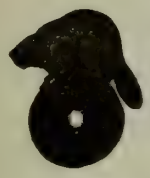
PRIEST'S CLIPPERS THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

FEED COOKERS



MAKE MORE MONEY

Put in a stock of

FEED COOKERS

We make all sizes

Write

JAMES & REID

PERTH, ONT.

for catalogue and prices.

FILTERS.

Anti-Splash Tap Fitters

The "Galvo" Filter and Water Steriliser "Perfection" Fire Extinguishers

There's good money in them for hardware dealers.

Write for Prices.

The Anti-Splash Filter Co.

OWEN SOUND - - ONTARIO

FLOOR SPRINGS.

The Best Door Closer is

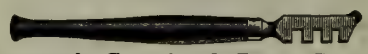
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS

Hospital St. - - - - - Birmingham

GLASS CUTTERS.



Barrett's Standard Glass Cutters

in 22 different styles.

Order from your jobber or write direct.

W. L. Barrett, Mfr., Bristol, Conn.

HARDWARE SPECIALTIES.

HARDWARE SPECIALTIES

WE LEAD, ALL OTHERS FOLLOW. Manufacturers of Sprayers of all kinds, Asbestos Stove Pipe Thimbles, Heating Drums, Heating Stoves, Ash Sifters, Sifter Shovels, Nestab e Stove Pipe, Gas Ovens, Steam Cook ers, Gas Hot Plates, Toasters, Mats, Horse Singers, Safety Candle Lanterns, Kitchen and Wire Goods of all kinds. Quality is remembered a long time after price is forgotten.

THE COLLINS MFG. CO. - TORONTO

HORSE COVERS.

Birkmyre's Waterproof Horse Covers

SOLE MANUFACTURERS

The Gourock Ropework Expert Co,, Limited

(of Scotland)

Montreal 28-30 St. Peter St.

Winnipeg; 132-134 Portage Ave, East

MANUFACTURERS' AGENTS.

Western Distributors, Limited

CUSTOMS BROKERS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY

SASKATOON, WESTERN CANADA

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker, 18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

THOS. SONNE, SR.

Manufacturer of

Awnings, Tents, Sails, and Flags of all Nations, Waggon Covers, Horse Covers, Inside Spring Roller Shades, Coal Bags, all kinds of Tents on Hire, Tarpaulins and Oil-Skin Clothing, Hoist Ropes fitted up at shortest notice.

193 Commissioners Street

Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

J. M. KAINS & CO.

MANUFACTURERS' AGENT

88 Pender Street W., VANCOUVER, B.C.

Open to represent a first-class Hardware Specialty. Highest References.

MANUFACTURERS' AGENTS.

T. W. HEMPHILL & CO

Manufacturers' Agents

Building Supplies and Building Hardware

831 Powell St. VANCOUVER, B.C.

Correspondence Solicited. Highest References

We have competent Salesmen.

Best Facilities for Distributing and Storing

M. B. ANTHONY & O.

MANUFACTURERS' AGENTS

503 Mercantile Bldg. VANCOUVER, B.C.

Correspondence solicited.

RIVETS AND STEEL PRODUCTS.

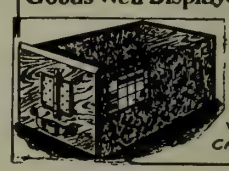
The PARMENTER BULLOCH CO., Ltd.

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BOXES.

Goods Well Displayed are Half Sold !



The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL Toronto

SHELF BRACKETS.



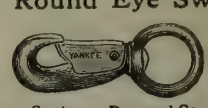
Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO., NEW HAVEN

"Yankee" Round Eye Swivel Snap

No. 830



5/8-3/4-7/8 1-in. sizes

Brass Lever Spring. Pressed Steel Tongue. XC Plate or Imitation Rubber Finish.

Covert Mfg. Co., Troy, N.Y., U.S.A.

SOLDER

METALS

We are Manufacturers. Large Stock. Prices Right.
We will be pleased to quote you.
Our New Phone No. Main 7930
THE CANADA METAL CO., LIMITED
TORONTO, ONT.

STRAPPING HOOP IRON.

J. N. WARMINTON

207 St. James St., Montreal
Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

TOOLS.



ARMSTRONG PLANER TOOLS
Are ALWAYS ready for use
7 Sizes Write for Catalog.
ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave. Chicago, U.S.A.

ONE
with an assortment of Cutters
EQUALS A DOZEN FORGED TOOLS.



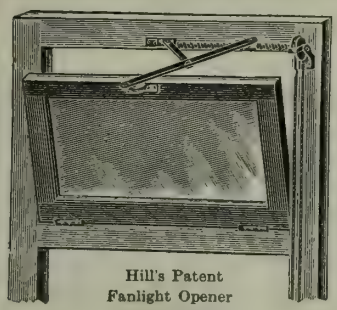
VENTILATORS.



Ventilators and Chimney Cowls
My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

JAMES HILL & CO., LTD.

Cable: James Hill, London.
IRONMONGERS & HARDWARE MERCHANTS



Hill's Patent Fanlight Opener from 2/9 each.

Hill's Patent Locks, Hinges, Anti-Panic Bolts and all kinds of Fittings and Hardware. Castings, etc.

100A QUEEN VICTORIA STREET
LONDON, ENGLAND

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

15½ Toronto Street, Toronto 52 Canada Life Bldg, Montreal

THOMPSON & GUNN

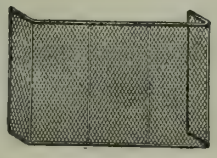
Manufacturers of the famous "ALASKA" and "BONANZA" Steel Ranges, can now supply the Alberta and British Columbia trade from their Vancouver stock.

These ranges are made in six different styles and have every modern improvement. They give satisfaction to the customer and are profitable to the dealer.

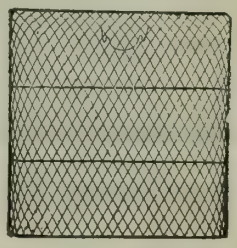
Write for catalogue to our office at
937 Westminster Avenue
VANCOUVER, B.C.

When writing advertisers kindly mention having seen the advertisement in this paper.

SPARK PROOF FIRE GUARDS AND FENDERS



We are the largest manufacturers of these goods in Canada. Our line is complete and of the highest quality. Do not fail to get our prices before ordering. Send for special catalogue.



Canada Wire Goods Mfg. Co., Hamilton, Ont.
We manufacture all grades of Wire Cloth and General Wire Work.
We solicit your Inquiries.

Sharratt & Newth's Glaziers' Diamonds

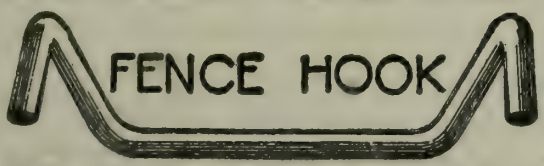
are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS
Works: Don Speedway, also Victoria St., - - - TORONTO



The Mails are bringing us record-breaking orders for

PRESTON SAFE-LOCK SHINGLES

PRESTON Safe-Lock Shingles are made and galvanized according to British Government specifications. They are safe-locked on all four sides. Wind, lightning, fire, rain, snow and moisture proof. Unaffected by strains caused by shrinking of sheeting or setting of building. : : : : : :

Business is good with us. How is it with you? Are you getting your slice of the steel shingle trade? If you are not, it would be a good plan to write us at once about securing an agency for PRESTON Safe-Lock Steel Shingles. PRESTON Shingles are a profitable line to handle. The demand is already very large, and is becoming greater every day.

This is our growing time. Why not grow with us?

Metal Shingle and Siding Co., Ltd.

Branch Office and Factory,
MONTREAL, QUE.

Preston, Ontario

Our goods are carried in stock at the following centres: St. John, N. B., Emerson & Fisher; Quebec, J. A. Bernard; Toronto, G. P. Breckon & Co.; Winnipeg, Clare and Brockest; Calgary, Ellis & Grogan, Vancouver, Wm. N. O'Neill & Co.

The Sales of

"DOMINION SPECIAL"

"The Landmark of the Future"

WOVEN FARM AND RAILWAY FENCE

Are GROWING, GROWING, EVER GROWING

The rapid upward growth in the sales of our popular fence is a source of gratification to the management. The largest railways in Canada have bought hundreds of miles of "Dominion Special" Railway Fence this year. Successful hardware men handle it.

Do you stock it? If not, WHY NOT?

We would appreciate your orders for this line as well as our other commodities, some of which are:—

WIRE of all kinds, WOOD SCREWS, WIRE NAILS
FENCE STAPLES, WIRE BARREL HOOPS, Etc., Etc.

THE STEEL COMPANY OF CANADA, Limited

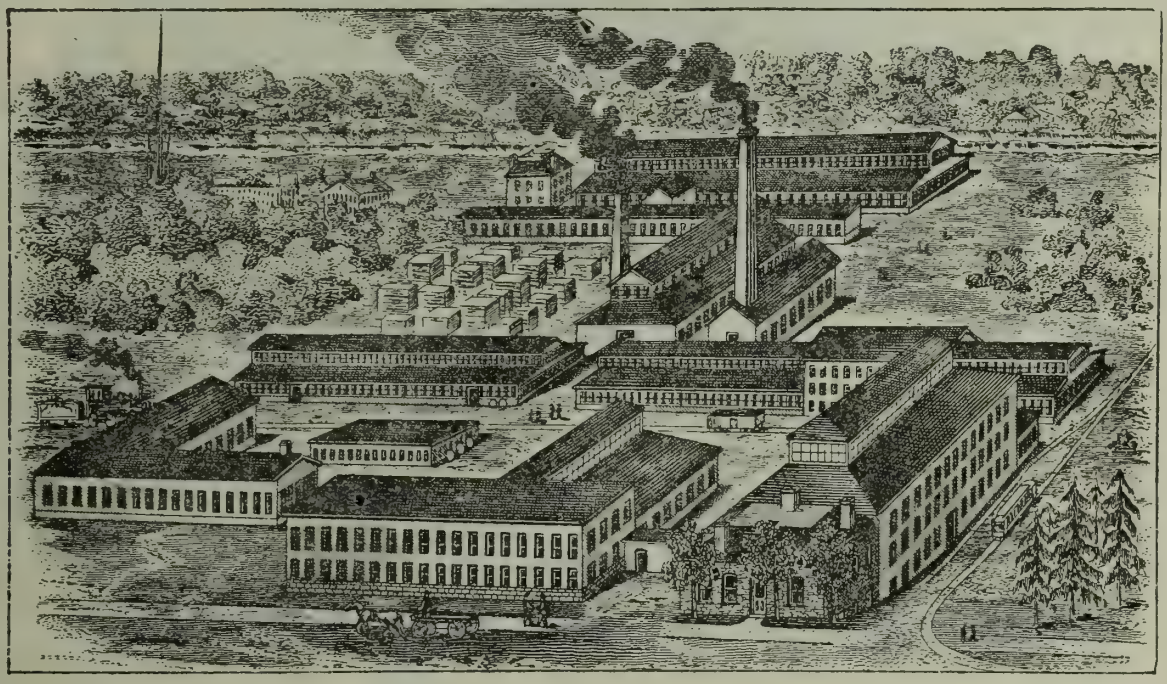
DOMINION WIRE MANUFACTURING CO., LIMITED—BRANCH

BRANCH OFFICE:
MONTREAL

WORKS:
LACHINE

Buy Your Saws from Experts!

The Secret of the Success of



"MAPLE LEAF" SAWS

lies in the expert knowledge of the makers. Since 1874, when the "Maple Leaf" Saw Works were established in Galt, the volume of trade has steadily increased to reach its present enormous proportions.

Every hardwareman should handle a full line of our

IMPROVED RACER CROSS CUT SAWS
HAND and BUCK SAWS

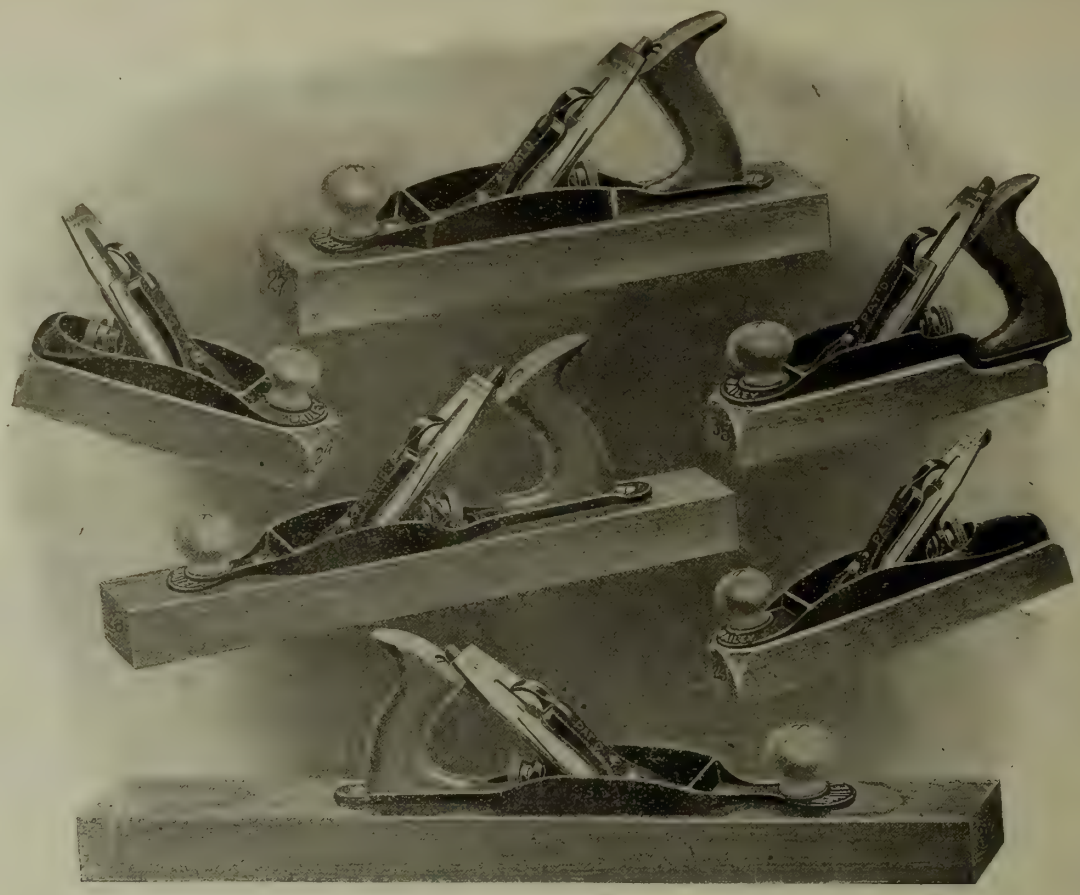
They are splendid tools that never fail to give satisfaction.

> We have built up our reputation on 'quality,' and the secret process of tempering used in our works toughens and refines the steel and produces a saw that will hold an edge longer than those manufactured by the ordinary process.

We invite friend and customers to inspect our Exhibit in the Process Building *(TORONTO FAIR)* and Main Building *(OTTAWA FAIR)*

The Shurly-Dietrich Co., Limited

Galt - Ontario



Stanley Tools

THE "BAILEY" WOOD PLANE has the same adjustment as the celebrated "BAILEY" IRON PLANE—differing only in detail where the extra thickness of the Wood Bottom has to be taken into consideration.

The Bottom is made from selected and well-seasoned beech.

The name "BAILEY" and the number are cast on every Plane, and the name "STANLEY" is stamped on each cutter.

INSIST that your orders be filled with Planes made by THE STANLEY RULE & LEVEL COMPANY, which carry with them a GUARANTEE backed by a Company that has been manufacturing Carpenters' and Mechanics' Tools for over half a century.

"BAILEY" WOOD and IRON PLANES, "BAILEY" BLOCK PLANES, "STANLEY" BIT BRACES, SPOKESHAVES and POCKET LEVELS are now

MADE IN CANADA

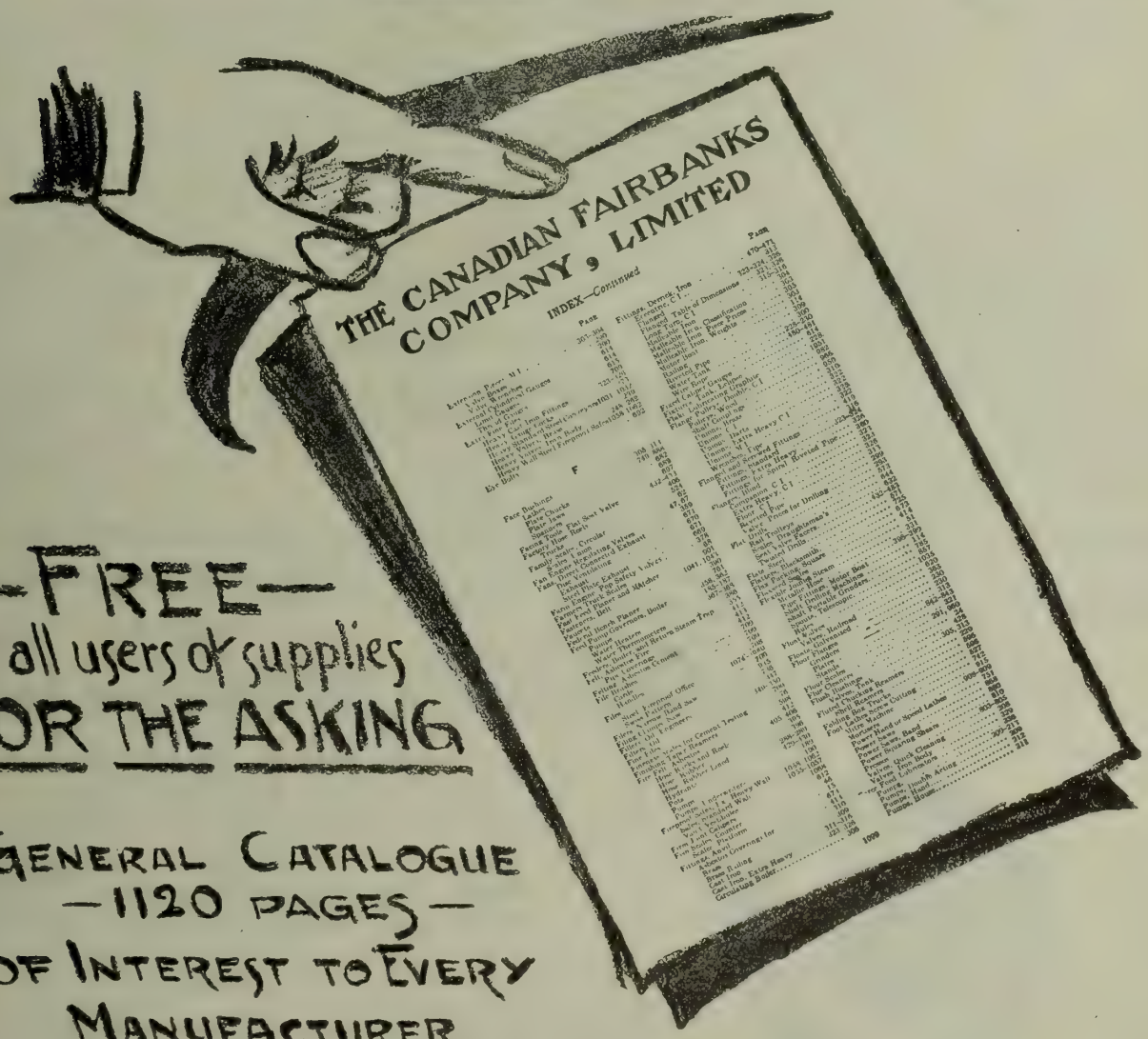
Address all communications to:

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
New Britain, Conn. U.S.A.

EVERY TOOL GUARANTEED

A PAGE FROM THE INDEX OF OUR NEW CATALOGUE



—FREE— to all users of supplies FOR THE ASKING

GENERAL CATALOGUE
—1120 PAGES—
OF INTEREST TO EVERY MANUFACTURER

CONTENTS

Fairbanks Scales	Railway and Contractors' Supplies
Electrical Apparatus	Small Tools and Supplies
Pumps—Steam, Belt, Gasoline	Power Transmission Appliances
Valves and Steam Goods	Safes, Vaults and Metal Office Furniture

A copy of this catalogue should be in the hands of every hardware dealer throughout Canada. Every manufacturing establishment will be supplied with one of these, and hardware dealers will find it to their advantage to send for one at once.

The Canadian Fairbanks Co., Limited

Fairbanks Scales—Fairbanks-Morse Gas Engines, Safes and Vaults

Montreal Toronto St. John, N.B. Winnipeg Saskatoon Calgary Vancouver



THE "BIG DITCH."

The Panama Canal will be completed on schedule time. Great engineers and the best machinery and materials are being used to accomplish that end, and Magnolia Metal is doing its share in that great work.

ISTHMIAN CANAL COMMISSION

Department of Construction and Engineering—Mechanical Division
Office of Superintendent Motive Power and Machinery
Culebra, Canal Zone

Magnolia Metal Co.: Balboa, C.Z., Aug. 9th, 1910

Dear Sirs,—Your Practical Engineering Pocket Book came duly to hand, after a long delay, two weeks ago. Please accept my thanks for same.

I suppose there is more Magnolia Metal being used on the machinery bearings in this "Big Ditch" than on any other large job in the world; and it is, without a doubt, giving all us engineers entire satisfaction. Me for Magnolia at all and every time. Again thanking you. Very truly, H. C. MARTELL

SPECIAL OFFER

PRACTICAL ENGINEER POCKET BOOKS

Containing 680 pages, treating on over 2000 Engineering and Mechanical Subjects brought up to date. We offer this valuable reference work at the very low price of 40 cents postage prepaid.

Let us know if you want copy.

Address Montreal Office.

Sold by leading dealers everywhere, or by

MAGNOLIA METAL CO.

225 St. Ambroise Street : Montreal

New York Chicago

HOCKEY STICK SPECIALISTS

The present is an age of SPECIALISTS.

WHY? For the simple reason that the manufacturer who devotes his whole time and energy to a SPECIALTY is able to produce a superior class of article.

We, as SPECIALISTS, are in a position to turn out goods of a QUALITY heretofore unobtainable through the usual channels.

We Guarantee All Sticks Bearing this Trade-Mark To be Made of Thoroughly Seasoned Selected Stock,



Which Have Been Scrupulously Examined and Graded by Experienced Inspectors at the Factory.

SIX REASONS

Why You Should Buy "ST. MARYS" HOCKEY STICKS

1. Our factory was designed and equipped **specially** for the manufacture of **Hockey Sticks.**
2. **We Use Only the Best Material Obtainable.**
3. They have the "Sure Grip, Anti-Blister" handle when so ordered.
4. The design and finish are unequalled.
5. Special care taken in **Branding** makes our sticks attractive and more easily sold.
6. They **Look Well, Sell Well,** and **Last Well.**

WRITE FOR LATEST PRICE LIST.—JUST ISSUED.

St. Marys Wood Specialty Co., Limited

ST. MARYS, - - - - - - - - - ONTARIO

Branches : Montreal and Winnipeg

THE
HULL & LIVERPOOL RED OXIDE CO.
LIMITED

HULL and ST. HELENS (England)

Specialize in Red Oxides

In All Shades and of Highest Percentage

SAMPLES FROM

P. AIKMAN-JOPP, **Board of Trade Bldgs, MONTREAL**

AGENTS FOR U.S.A.:

J. Lee Smith & Co., **Frankfort St., NEW YORK**

Sell the roofing with a triple backing

It pays to sell roofing that your customers can be sure of. That makes selling easy. And easy selling means bigger sales and added profits.

Genasco
Ready Roofing

(Mineral or smooth surface)

has the strongest backing of any roofing made.

It is made of Trinidad Lake Asphalt. That gives it immediate standing. Everybody knows Trinidad Lake Asphalt is Nature's everlasting waterproofer, and the greatest weather-resister known.

This makes the quality of Genasco a strong selling point.

And back of this is the reputation of the makers—the largest makers of ready-roofing in the world—with an experience of over thirty years in the use of asphalt. This reputation is a guarantee for both you and your customers that Genasco is bound to "make good." We give a written guarantee, too, if anybody thinks he needs it.

Beside this, we back up Genasco with steady, vigorous advertising to the consumer; and that stirs up business for you right along. Are you taking advantage of all this backing; pleasing your customers and increasing your sales?

Write for samples and full information.

GENASCO — THE STANDARD OF EXCELLENCE — TRADE MARK

THE BARBER ASPHALT PAVING COMPANY

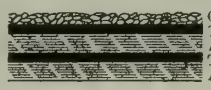
Largest producers of asphalt and largest manufacturers of ready roofing in the world

PHILADELPHIA

New York San Francisco Chicago

Mineral or smooth-surface Genasco Roofings

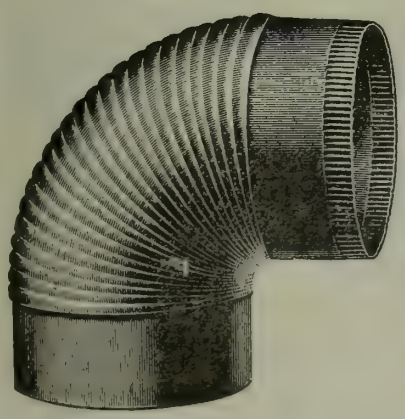
Cross-section, Genasco Stone-surface Roofing



Roofers' Supply Co., Ltd., Bay and Lake Streets, Toronto, Ont. D. H. Howden & Co., Limited, 200 York Street, London, Ont. J. L. Lachance, Ltd., Quebec

The KANT-LEAK KLEET is the greatest device ever invented to make seams water-tight without cement and large-headed nails. Makes application easy. Saves time. Supplied in Genasco rolls when specified.

Seasonable Specials



McClary Elbows

Round, One-piece, Riveted Seams

Inches -	5	6	7	8
Dark, doz.	$2.19	$2.19,	$2.45	$3.64
Bright -	2.25	2.45	2.73	4.00
Galvanized -		4.00	4.36	5.82
Tin - -			2.91	3.18	4.36



Coal Hods

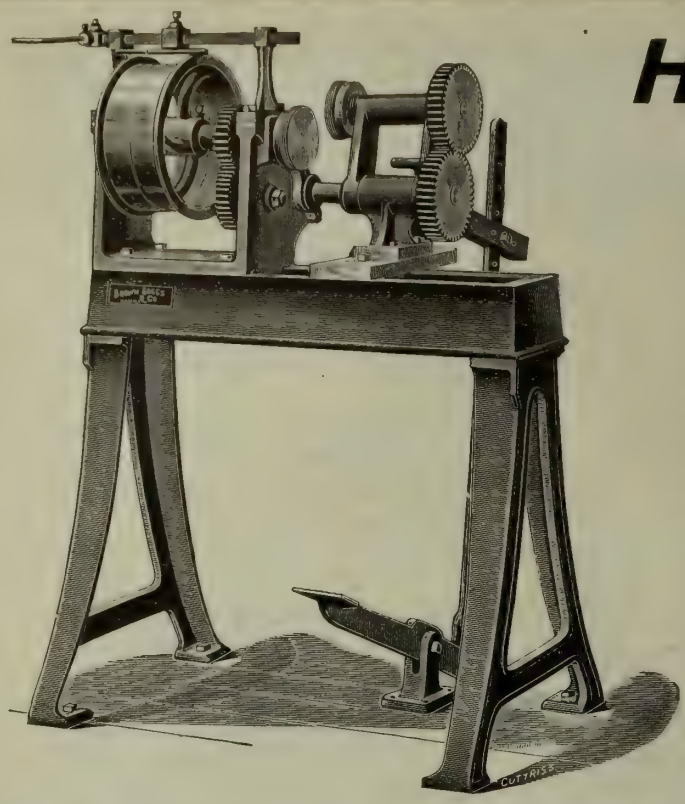
Round Funnel, 17-inch

Style -	Plain Black	Gold Striped	Galvanized
Nos. -	3	30	300
Per dozen	$5.70	$6.00	$8.00

We show several other styles in Catalogue

McClary's

London Toronto Vancouver St. John, N.B.
Montreal Winnipeg Hamilton Calgary Saskatoon



HERE

is just what you have been looking for to put threads on those metal tops. 25,000 gem jar rings have been threaded in ten hours on one of these machines. It will put threads on every description of sheet metal caps, from 1-in. to 8-in. in diameter. In the smaller sizes the top and cap may be put together and threaded at the same time, thus doubling the production. It is a simple yet first-class tool in every respect, and one which any manufacturer of sheet metal screw caps cannot afford to be without.

Send for our Catalogue illustrating the most modern and up-to-date line of **Tinsmiths' Tools, Canning Machinery, Presses, Dies** and every description of **Sheet Metal Working Tools.** A postal will bring it to you.

The Brown-Boggs Co., Ltd., - Hamilton, Ont.

The Hohlfeld Line for 1911

Will be shown throughout Canada from Coast to Coast.

In justice to yourself see the line.

GET OUR PRICES.



"No. 816"

This illustration is of one of the deservedly popular numbers, being an Indian design, showing deer-traps in the centre of hammock, with wigwam and camp-fire in border and drapery.

In Variety of Designs, Weaves, Colors and Prices, which after all is most important,

The Hohlfeld Line Leads.

Eastern Canadian Representative:
Ontario, Quebec and Maritime Provinces
A. G. PERRY
741 Cadieux St., Montreal

MADE BY **HOHLFELD**
Manufacturing Co.
PHILADELPHIA, PA., U.S.A.
Largest makers of Hammocks in the world.

Western Canadian Representative
Canada (West of Ontario) and British Columbia
MICHAEL ERT
120-122 King St., Winnipeg

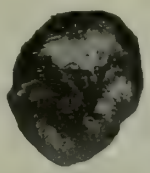
HOLLOW POINT BULLET

A NEW FEATURE IN METALLIC AMMUNITION

The hollow point increases the shocking and killing power of the bullet because of the greater mushrooming qualities over the solid lead bullet.



HOLLOW POINT BULLET
(Before Firing)



HOLLOW POINT BULLET
(After Firing)



SOLID BULLET
(Before Firing)



SOLID BULLET
(After Firing)

.44 CALIBRE

Note the cross section of the unfired hollow point bullet and its mushroomed appearance as compared with the solid bullet after being fired. Sportsmen can increase the efficiency of their rifles and revolvers in game shooting by using hollow point bullets at a trifling added cost over the old solid bullet.

UMC hollow point lead bullets come in the following sizes:

.22 Short, Hollow Point, Black and Smokeless.
.22 Long, Hollow Point, Black and Smokeless
.22 Lon Rifle, Hollow Point, Black and Smokeless.
.25 Stevens, Hollow Point, Black.
25 Stevens Short, Hollow Point, Black
.32 Winchester, Hollow Point, Black and Smokeless.
.38 Winchester, Hollow Point, Black and Smokeless.
.44 Winchester, Hollow Point, Black and Smokeless.

INCREASE YOUR SALES BY BEING THE FIRST TO INTRODUCE THE HOLLOW POINT BULLETS IN YOUR CITY

UMC and Remington—the perfect shooting combination

The Union Metallic Cartridge Company
Bridgeport, Conn.

The Remington Arms Company
Ilion, N. Y.

Agency, 299 Broadway, New York City

Same Ownership, Same Management,
Same Standard of Quality.

Armstrong Ratchets

The Best and Most Complete Line Made

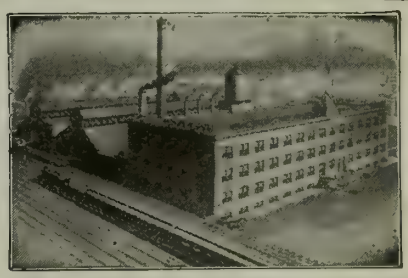
Made entirely from Drop Forgings and Bar Steel.
Hardened all over—Outwear Two of the Soft Kind.



SHORT RATCHET
For Morse Taper.

Each Ratchet is packed in a Cardboard Box.

UNIVERSAL RATCHET



OUR NEW LINE

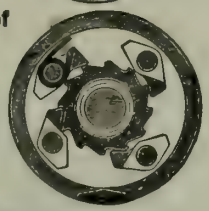
"STANDARD" REVERSIBLE RATCHETS

DEALERS!

Do you want the Best Made, Best Packed and Best Advertised Ratchets?

Two inches of motion at end of handle, IN ANY DIRECTION, will drive the Drill.

Patented Nov. 8, 1898, Sept. 29, 1900.

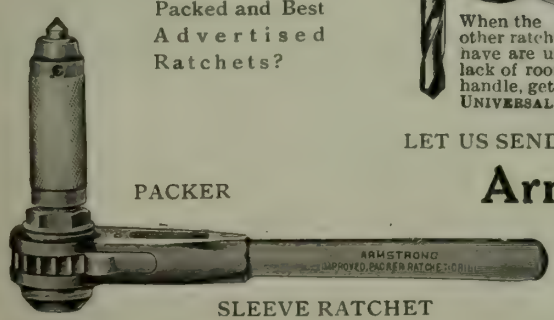


When the other ratchets you have are useless for lack of room to move the handle, get an "ARMSTRONG UNIVERSAL" and it will do the job.

"Hard-to-Please" USERS prefer ARMSTRONG RATCHETS

They stand the racket.

LET US SEND YOU A CATALOG



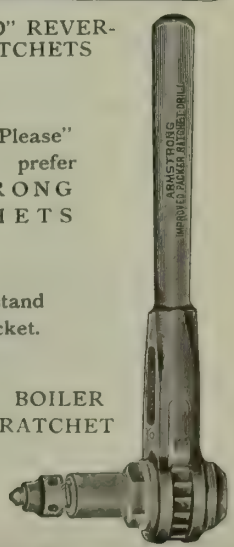
PACKER

SLEEVE RATCHET

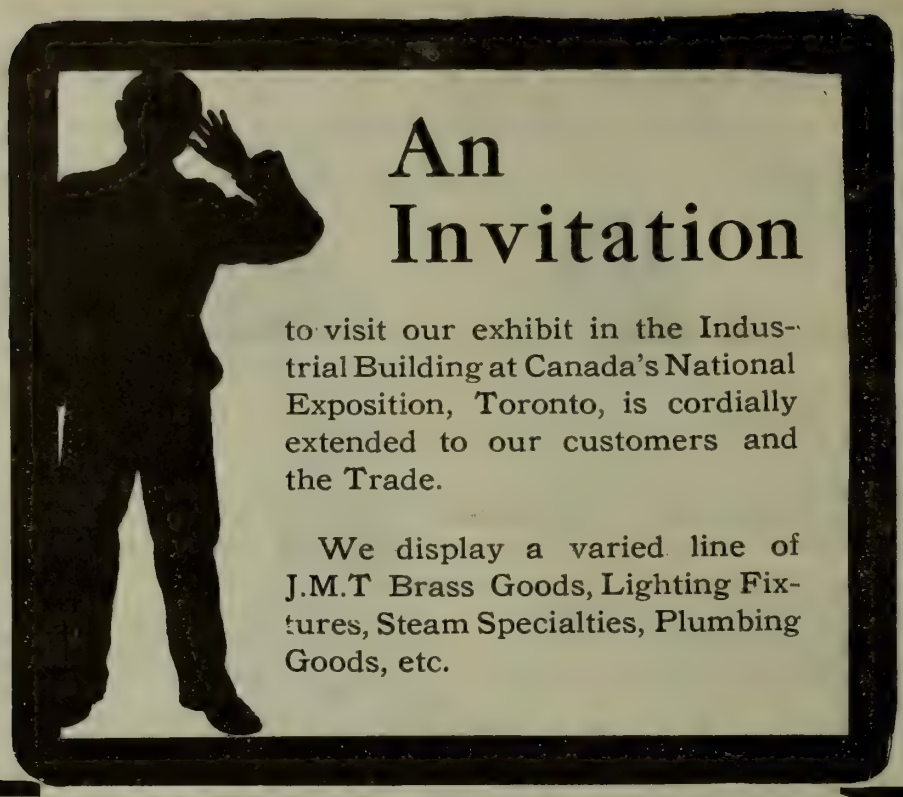
Armstrong Bros. Tool Co.

"The Tool Holder People."

306 N. Francisco Avenue, Chicago
U. S. A.



BOILER RATCHET



An Invitation

to visit our exhibit in the Industrial Building at Canada's National Exposition, Toronto, is cordially extended to our customers and the Trade.

We display a varied line of J.M.T Brass Goods, Lighting Fixtures, Steam Specialties, Plumbing Goods, etc.

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide St. W. TORONTO

CLAIMS—vs.—MERIT

If mere claims were sufficient to place an article on the market successfully, how perfectly easy indeed would be the problem of business. Contrary to this, experience has shown that an article must possess intrinsic merit, must measure up completely to every claim made for it; otherwise it is doomed to failure.

The public cannot be deceived for any great length of time, and while false claims may for a brief period bring results, no permanently successful business was ever built up in this way.

The Bissell Sweeper is a pretty fair example of what Merit can achieve, supplemented by a Selling Policy that broadly considers the interests of the retailer, jobber, and consumer.

The Bissell Sweeper on mechanical merit alone has met all competition for thirty-four years, and has attained a success far beyond anything that has ever been claimed for it in a printed statement. It is true, our policy of Fixed Prices, insuring to jobbers and retailers a good profit, has been a strong factor in the upbuilding of our business.

Write for our Fall Fair Offer.

BISSELL CARPET SWEEPER CO.

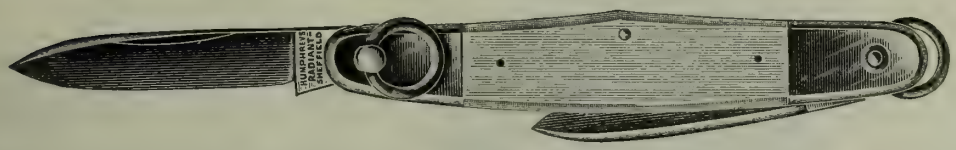
GRAND RAPIDS, MICH.

(Largest and Only Exclusive Manufacturers of Carpet Sweepers in the World)

Branches:—New York (Eastern Office, Salesroom and Export Dept.) 25 Warren St.;
Niagara Falls, Canada (Factory);
London, England Paris, France

HADDON CUTLERY

OPEN EASY KNIVES



The most easy-opening knife ever invented. Can be opened with the gloved hand. Made in a variety of shapes and materials.



All Haddon Brand Knives are hand made from our famous Haddon Steel. Are warranted to keep a keen cutting edge.



The **HADDON SAFETY RAZOR** is guaranteed first quality and cannot be beaten. Simple in action and easy to clean.

HADDON RAZOR



These Razors never require grinding: ground extra full hollow, will last a lifetime. The finest Razor ever produced. Made in three sizes of blades ½", ⅝", ¾".
If any of these specialties are found faulty we will exchange. ***ALL HADDON SPECIALTIES CAN BE HAD FROM JOBBERS.***

SOLE MAKERS, W. R. HUMPHREYS & CO., Limited, SHEFFIELD, ENGLAND.

NEWHOUSE TRAPS



THE
NEWHOUSE
is the best trap made.
Used by professional trappers.
Every trap warranted Sure to Go and Sure to Hold.
Furs are bringing high prices. Trappers are planning bigger lines of traps than ever.
This year will be the largest trap year the trade has ever had. Be sure to have complete stocks this Fall. Get your share of this trade. Specify now.

ONEIDA COMMUNITY, LTD.
NIAGARA FALLS, ONT.

Flawless in Quality. Attractive in Finish.

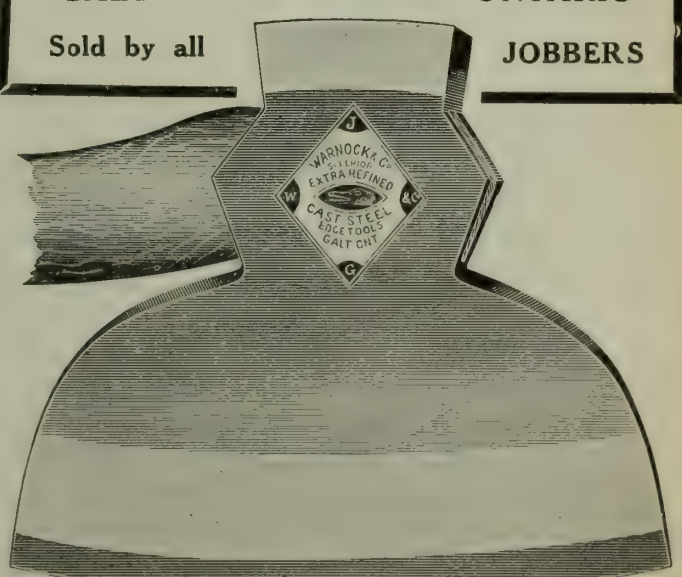
These are the distinguishing features of the Allan Hills line of Edge and Lumbering Tools. Every tool guaranteed perfect through and through.

Allan Hills Edge Tool Co.

LIMITED

GALT - - ONTARIO

Sold by all JOBBERS



A small want ad. will bring replies from all parts of Canada



MACKIE & RYAN

Hardware and Coal Merchants
Plumbing, Steam and Hot Water Heating
Stoves, Ranges and Furnaces

Pembroke, Ont., March 5th, 1907

HARDWARE AND METAL,
Toronto

Gentlemen:—

We are pleased to acknowledge receipt of your favor of the 4th inst., enclosing another lot of letters to our advertisement in your Condensed Ad. Column.

We wish to thank you for your promptness in sending to us any replies that came to you, and also compliment you on the excellent results we have obtained from this advertising. We have received upwards of *seventy enquiries* from Hardware men in all parts of Canada and *have been able to secure the goods we asked for in our Ad.*

We do not know of any other means whereby we could have reached as many of the Hardware trade as we have through your columns; writing to as many as we could get the names of would not have been as satisfactory and would have entailed a great deal of trouble and cost.

We have frequently used your Condensed Ad. Column when in want of Clerks, Plumbers or Bookkeepers and have always been well pleased with results.

Yours truly,
(Signed) MACKIE & RYAN,
Per W. D. Dewar.

The "WANT AD." in question cost 55 cents.
Rates: 2c. per word for first insertion.
1c. " " " for subsequent insertions.
5c. additional for box number.
Send cash with order.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

BUSINESS CHANCES

FOR RENT OR SALE—At Crysler, Ont., tin and hardware building; one opposition; public in need of one more tinsmith. Apply to H. A. DUPUIS, Embrun, Ont. (39)

FOR SALE—General hardware business, established 8 years ago. Business is located in a good farming district; two railroads enter the town, also boats call at the dock. Stock will run about $4,500. Will sell at a rate on the dollar. Apply Box 1031, HARDWARE AND METAL, Toronto. (39)

FOR SALE—Hardware and Furniture Business in one of the best wheat growing districts in Southern Manitoba. Stock, store building and dwelling house $6,500. Good opening for live man. Address Box 1027, HARDWARE AND METAL, Toronto. (37)

FOR SALE—Retail hardware and implement business, well established in best town in Saskatchewan. Shown 50% annual profit since started and business is increasing rapidly. Extra large territory. Good crops. No better opportunity anywhere in the Northwest. $20,000 cash to handle, balance on terms. Correspondence invited. Box 1028, HARDWARE AND METAL, Toronto. (37)

FOR SALE—Retail hardware business, established 20 years ago by Geo. B. Morris and conducted by the present owners for the last 4 years. In connection with the winding up of the existing partnership, the business is offered as a going concern. Correspondence invited. McMillan Bros., Guelph. (25tf)

HARDWARE AND TIN BUSINESS FOR SALE—Ontario town. Attractive business centre. Always strong trade conditions. Stock $14,000. Turnover $45,000. Terms easy. Full money payment not required. Would consider competent and desirable man for partner. Apply Box 998, HARDWARE AND METAL. Toronto. (25tf)

ARTICLES FOR SALE

FOR SALE—Three counter showcases, cheap. R. F. JOHNSTONE, Acton, Ont. (39)

FOR SALE—Eighty furnace registers at 60c. on the dollar; five Keystone and Archer gas, furnace burners at 40c. on the dollar; four Eastman fire extinguishers, each net $8; lot of damaged sheet steel, different sizes and weights, at $1.25 per 100 lbs. TELEPHONE CITY STOVES, Ltd., Brantford, Ont. (40)

FOR SALE—All in good order, at bargain prices—8 ft. Shear foot power; No. 26 Press foot power; large circular Shear; No. 2 Double Seamer; No. 75 Lever Punch Press; Emery Wheel Frame; hand power Drill; Stove Pipe Mandrel; large Mandrel, 6 heads; Setting Down Machine. TELEPHONE CITY STOVES, Ltd., Brantford, Ont. (40)

FOR SALE AT A BARGAIN—40 feet store shelving, Taylor fire-proof safe, high office desk, files and rasps, 3-16 chain, 3-4 manilla rope, carriage bolts, 1½ by 18 gauge hoop steel (galvanized), 11 by 16 gauge band steel (galvanized), tinner rivets, machinery steel. CHAS. BURKHOLDER, Tillsonburg, Ont. (35tf)

ARTICLES WANTED

WANTED—At once, one set of second-hand tinner's tools. Apply James Wright & Son, Glencoe, Ont. (36)

FOR SALE

FOR SALE—One full set of Tinner's Tools. Will sell all or any part of the set. H. W. Storey, Francis, Sask. (36)

FOR SALE—1 Carter 100-Light Acetylene Gas Machine, in good condition. Will be sold cheap, The Geo. Taylor Hardware Co., New Liskeard, Ontario. (30tf)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

AT LAST—A really practical pencil sharpener. The "Spiro" sharpener built on a new principle, positively does not break the lead. Ten blades. Sharpener lasts a lifetime. Every pencil user needs one. Your pencil sharp in a second. Ask your stationer or write us direct. A. R. MacDougall & Co., Canadian Agents, Toronto.

ANY MAN who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. In case of loss or delay prompt refund is arranged or new Order issued.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limted, Manufacturing Stationers, Toronto. (tf)

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE — By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

DISPLAY YOUR GOODS to better advantage by using up-to-date fixtures. We are specialists in planning stores and offices. Get catalogue "J." which contains illustrations of many new features and several handsomely equipped stores and offices. Jones Bros. & Co.. Ltd., 30-32 Adelaide Street W., Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

ERRORS AVOIDED, LABOR SAVED—Using the Shouperior Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet, perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full inquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

FOR THE MONTH OF AUGUST ONLY we offer some exceptionally good values in rebuilt Smith Premier Typewriters. Do not fail to write us for prices. They will astonish you; so will the high quality of the machines. THE MONARCH TYPEWRITER COMPANY, LIMITED, 98 King St. West, Toronto.

GET THE BUSINESS; INCREASE SALES — Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

IF you have been afflicted with one of those Fountain Pens that won't write when you want it to, or leaks when you don't want it to, give it to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Company, Toronto, Sole Agents for Canada.

KAY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in Carpets, Rugs, Furniture, Draperies, Wall Papers and Pottery, with cash prices. Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

KEEP ACCOUNTS WITHOUT BOOK-KEEPING. Formerly accounting meant keeping books. Today you can keep accounts cheaper, better, quicker and more accurately by discarding all books and installing a McCaskey Account Register. Don't be skeptical—investigation costs nothing. Write to-day. Dominion Register Co., Ltd., 100 Spadina Ave., Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto. (tf)

SAVE 50% OF COST of handling merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

THE National Cash Register Company guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelorete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WANTED---A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Ltd., 33 John St., Hamilton, Ont. (tf)

WHEN buying bookcases insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

SITUATIONS WANTED

ENERGETIC, capable business man, 11 years practical experience, hardware, steamfitting, sporting goods lines, desires responsible position, office manager, buyer or department manager, where salary is inducement for best efforts. Apply Box 1030, HARDWARE AND METAL, Toronto. (37)

WANTED—Position as sales manager or salesman with a good paint and varnish concern. Winnipeg preferred. Party at present located in Pittsburg, Pa. 10 years' experience. Apply to Box 1029, HARDWARE AND METAL, Toronto. (37)

WANTED—Position by young man with 3 years' hardware experience. Strictly temperate, strong, active and not afraid of work. Would prefer position where undertaking is done. Good references. Box 2, HARDWARE AND METAL, 511 Union Bank Building, Winnipeg. (36)

SITUATIONS VACANT

WANTED — A good tinsmith and furnace man. Apply to C. W. Thurston, Drinkwater, Sask. (37)



Are you satisfied with your sales of Pistol and Revolver Cartridges?



Tell your customer to use Dominion Smokeless Cartridges and that they will work perfectly. He can fire hundreds of rounds and clean his pistol without even soiling his hands.

32 S. & W. Smokeless
38 S. & W. Smokeless
32 S. & W. Special Smokeless
44/40 Smokeless
32 Colt Automatic
38 Colt Automatic

32 Colt Automatic Smokeless will function in a Browning Pistol.

38 Colt Automatic Smokeless will function in a Browning Pistol.

Cartridges with high velocity and great killing power, that go straight to the mark.

We also manufacture all Standard Calibres loaded with Black Powder



Dominion Cartridge Company
LIMITED

Ammunition Manufacturers, MONTREAL, CANADA



KEMP'S Stove Shovels

Stamped out of one Piece of Sheet Steel and Nicely Japanned



	Light			Heavy		
Nos.	70	55	57	60	97	65
Length, inches	15	16	23	16	16	23
Case Lots, gross	1	1	1	1	1	1

PRICES ON APPLICATION

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS : : : : TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL, QUE.

Push the Sale of Paint in the Fall

Now is the Time for the Dealer to Plan an Aggressive Campaign to Sell Paint Until Winter Sets in—A Few Suggestions That May Help.

By Charles M. Lemperly, of the Sherwin Williams Paint Co.

The conditions both past and present point to unusual activity among the Canadian paint trade this fall. It is true that prices have increased due to the scarcity of flax and turpentine as well as the scarcity of other important raw materials which enter into the manufacture of paint. And yet, as we scan the market reports which tell us of the flourishing conditions of the farms in the Dominion and elsewhere, we cannot help but see boundless opportunities for dealers in paints to make this their record season. The high cost of materials which enter into the problem of living, insures the presence of plenty of money in the world's markets and it is up to the dealer to go after his share of the profits which will be a fair share, provided he asks the prices he should and the prices which existing high costs of raw materials warrant.

For a number of years manufacturers and retailers alike have not been commanding sufficiently high prices for their paint, to cover the cost of raw materials, and to net them a fair profit in addition. The increases in price which have been made within the past few months, seem slightly out of proportion, yet in reality they are not, because the cost of flaxseed and turpentine and many other raw materials has increased tremendously since last spring. The high price of paint to-day is fully justified when we consider that the world's flaxseed crops have been seriously shortened by droughts in many sections and by the fact that farmers have not been growing enough seed to supply the demand, and as linseed oil, the life of paint, is made from flaxseed, it can readily be seen that the very source of manufacture of paint is affected. All of these raw materials have advanced very considerably within the past few months.

In view of the above, it behooves every paint dealer to play hard this fall for a sufficiently high price to net him the profit he deserves, but what are some of the things that will help paint move from the shelves this fall?

A Good Time to Paint.

In the first place, the very fact that it is fall means a big advantage to the dealer because fall has always been recognized as a splendid season to do outside painting. The reasons are well known to the dealers—the absence of flies, the dry and satisfactory condition of the wood after the summer months, the infrequency of drenching rains, moderation of the sun's heat, etc. In the early fall, the manufacturers invariably use large space in the leading periodicals to advertise their products. They also plan aggressive co-operative campaigns which, if properly followed up by the dealer, are bound to bring him business. In most all of these advertisements, the copy is prepared in such a manner that it will direct trade to the dealer's store and naturally the dealer is the one to benefit from the business which is sooner or later bound to result from such skilfully prepared and truthful copy.

One of the most effective of all business getting plans, especially in the fall, is the personal letter. Probably no feature has been known to bring such consistent results for a dealer in any line of business as the personal letter. In the paint business this idea has been the means of calling to the attention the fact that property needs painting, to a great many people who would neglect to paint if they were not followed up in this manner. Of course, one letter does not always bring results any more than one advertisement might, but as in all other skilfully prepared campaigns, results are cumulative. By means of effective follow-up, the business will be had in time. It is not always an easy matter to educate property owners to the necessity of painting their property frequently in order to protect it from the ravages of the elements, but if a series of letters is used, such as most leading paint manufacturers are prepared to offer their trade free, all of the reasons why people should paint can be sent to them under a 2c postage stamp with suitable booklets, or possibly color samples enclosed. Color samples are always interesting to people who intend to paint or who are prospective paint users and they are generally preserved for reference.

Personal Letters Make Sales.

As an example of the value of the personal letter, the writer had a letter called to his attention the other day from a dealer. The letter read as follows, and was addressed to a well-known paint manufacturer:

> "We wish you would promote the lady whose name appears below. She is remodelling her home and we have already sold the hardware bill for this residence. You can help us land the paint business for we have made every sale of paint on every job we have asked you to promote.
>
> "There are five stocks of paint in this town, but at the present time we are getting over 75 per cent. of the trade and if we continue, we believe we can almost make a clean sweep of the paint trade here.
>
> "Our paint shelves have been up only eight weeks, but in that time we have sold about $400 worth of paint."

The above letter certainly speaks volumes for the effectiveness of personal letters. However, there are still a great many paint dealers who are not taking advantage of this splendid service and if there is any one thing which will help paint move from your shelves this fall, it is this same service. Write to the manufacturer whose products you wish to sell at a profit and send him the names of prospective paint users in your town. He will then promote them with a series of personal letters which will be to the point and if they are followed up by you either personally or by correspondence, you will be surprised at the results when you total up your sales.

About the Stock.

The keeping of stock at the Fall season is always a rather important matter, as many times sales are lost by the failure of the dealer to have in stock a sufficient quantity of a certain color. Naturally when a person decides to paint his house a certain shade, he does not care to run short of paint, but this has often been the case and the dealer who has not been able to sell enough of one shade has often lost out. Did you ever stop to think of the most potent influence that attracts trade to the large and truly successful store? It is stock. Down in Chicago there is a by-word, "If you can't get it at Marshall Field's, you can't get it anywhere," and when you combine that fact with a reputation for nothing but first-quality goods, you soon put yourself in a class all by yourself and your stock will be a magnet which will always bring you out ahead of any other merchant in town. Many merchants are a little inclined to be over conservative about the money which they should invest in increasing stock and adding new lines. They do not anticipate trade but wait for several calls for a paint product by the consumer before they stock up and then they simply put in a very small quantity of the goods. The consumer comes in and invariably finds that just what he happens to want is missing and while he says nothing, he inwardly calls the merchant to task for not being more progressive and transfers his patronage to another store. It is, therefore, very important that at a big painting season like fall, the merchant be stocked with the popular sellers, as he will find this the best plan in the long run.

Increase in Cost Trifling.

There is one very strong talking point in favor of people painting this fall which every dealer should bear in mind at the present time. The average house takes 10 gallons of paint. If the paint has increased 25 cents per gallon, it only means a difference of $2.50 on the whole job. Ask your customers if the damage done to their property by neglecting to paint, or by postponing painting would not be far in excess of $2.50. It is such a slight advance by the job that every dealer should argue strongly with the property owner in an effort to induce him to paint now, for painting should always be considered as an economic investment.

The purchasing power of the products of the farm, of the factory, and of the labor is greater now than it has been at any previous time. Reports show that there are more hogs, cattle, sheep and poultry on the farms this year

than heretofore and as the prices of this stock are high, there is an assurance of prosperity from a financial standpoint all along the line.

The paint dealers of the Dominion are among the best business men of which Canada can boast, and there will unquestionably be a keen interest taken in the marketing of high quality paints and varnishes in the Canadian market this fall. The fall campaign starts at a rather opportune time and will permit the dealer to arrange his prices according to the recent advances at the start of the fall season. This will be a big advantage and should enable every dealer to enter enthusiastically upon the great fall painting season which is now at hand.

Rules for Installing Warm Air Furnaces

An Address by Charles S. Prizer, President of the Federal Furnace League, at Annual Convention of National Association of Master Sheet Metal Workers, Philadelphia, August 12, 1910.

While the main purpose of your association is not the promotion of warm air furnace heating, doubtless many of you appreciate the great importance to the sheet metal working industry of the crusade in favor of healthful heating and ventilation which is being carried forward by the Federal Furnace League.

You constitute the only organization among retail furnace dealers, and I am here to-day, representing the Federal Furnace League, to invite your cooperation for the purpose of carrying into effect a new and novel plan for promoting the success of that crusade.

The chief features of this plan are the placing of correct, authoritative capacity ratings upon the warm air furnaces manufactured by the members of the League and the furnishing to architects and heating contractors of correct definite, standard rules for the installation of their furnaces.

In the past it has been alleged that the capacity ratings assigned in "cubic feet" to their furnaces by many of the manufacturers, showed too wide variations between minimum and maximum capacity and were indefinite and misleading. It has also been alleged that many furnace manufacturers failed to furnish correct or definite rules for installing their furnaces. Our new system of standardization in capacity ratings and rules for installation, will remove all cause for these complaints so far as the members of the Federal Furnace League are concerned.

Standard Capacity Ratings.

The furnaces of the members of the League will be scientifically tested by a competent heating engineer employed for the purpose. These tests will be absolutely impartial and will all be made in a building which the League has erected for the sole and special purpose of conducting such tests, which will be made under uniform rules, uniform methods and uniform conditions.

The capacity ratings of the furnaces as determined by these tests will be certified by the consulting heating engineer who conducts the tests and by the secretary of the League, and will thus be the official, certified ratings of the League.

No member will be permitted to fix or assign his own ratings, but must take the ratings on his different furnaces as determined by the League tests. Every furnace rated by the League will have its official rating published in the catalogue of the member who manufactures it. This official rating will also be affixed to the front of the furnace on a plate designed for that purpose or will be permanently cast thereon.

The official ratings will be expressed in "Federal Heat Units" and architects and heating contractors will be advised that only those furnaces whose ratings are published in Federal Heat Units and whose ratings are cast or affixed to the fronts of the furnaces, have been officially tested and rated by the League.

All of the furnaces manufactured by the members of the League, except some of the cheaper and less durable constructions designed for competition "operation" purposes, will be officially rated; and it is the purpose of the League to have eliminated from the lines of its members as rapidly as trade conditions will permit, all constructions not up to a high standard of durability and efficiency. It is apparent that the system of testing adopted by the League will in itself operate as a powerful influence to improve the constructions produced by its members.

The Federal Heat Unit.

The formula or set of rules and directions for the installation of warm air furnaces prepared and adopted by the League as its standard authorized system is the Federal system, which will standardize and simplify furnace installation. It is founded upon the scientific facts of heating reinforced by actual experiments and by practical knowledge. The members of the League assume full responsibility for all installations of their officially-rated furnaces when said installations are made in accordance with the rules of the Federal system and they warrant their furnaces to be amply capable of sustaining these official ratings in actual practice.

The rules of the Federal system are simple, easily understood and easily applied, yet wherever they are applied, errors and faults in the installation of furnaces will be at an end. The League proposes, through a comprehensive and continuous scheme of advertising in the heating trade publications and architects' journals, and through the persistent use of its extensive mailing lists, to establish its plan of standardization so completely that there will be no excuse for the planning by an architect nor the installation by a heating contractor of a single imperfect or inadequate warm air heating plant anywhere in the United States. The mailing lists of the League include the name of every practicing architect and every furnace dealer in the United States.

The federal heat unit is the standard of measurement or "yard-stick" adopted by the League and used under the Federal system in making the calculations to ascertain heating and ventilating requirements, sizes of pipes, sizes of warm air flues or risers, sizes of ventilating ducts, sizes of smoke flues, etc. The "Federal heat unit" is a fixed number of British Thermal units and is used instead of the latter term, in order to simplify the calculations by making them in relatively small figures.

Necessity of Organization.

The capacity ratings of the apparatus and the rules for installations have never been authoritatively standardized for any other than the warm air furnace method of heating and this standardization in the furnace business, which is now an accomplished fact, has been rendered possible only by a strong organization among the manufacturers of the apparatus.

This organization, the Federal Furnace League, has been instituted and will be maintained, not for the purpose of attempting to regulate or influence the selling prices of furnaces, but to improve the structural merits of the apparatus, to elevate the standard of warm-air furnace installation and to educate physicians, architects, builders and the public to an appreciation of the great sanitary and practical advantages of warm air furnace heating.

While the League includes in its membership the leading furnace manufacturers of the United States, there are some manufacturers of furnaces who are not members. The surest way for the furnace dealers and the architects of the United States to assist in uplifting the standard of furnace heating is for them to support and encourage the only organization in existence among furnace manufacturers by adopting and using our standardized system of installation and of capacity ratings. For this organization to continue its work for the good cause of healthful heating and ventilation it is necessary that it protect its members in the use of the Federal system and of the official capacity ratings furnished to its members.

The handbook containing the rules and directions constituting the Federal system of installation will be copyrighted and the League is now having executed a distinctive trade-mark design which will be imprinted upon the trade literature of its members, and will be cast upon the furnaces made by its members in connection with the official capacity rating. No one manufacturer could possibly standardize furnace ratings and furnace installation; this can be accomplished only by an organization of the leading manufacturers of the industry, strong enough to give the weight of authority to rules and practices and ratings which apply equally and impartially to the goods of all its members.

There may be some furnace manufacturers who do not desire architects and heating contractors to know the true, actual capacities of their furnaces, and such manufacturers, of course, cannot attain or retain membership in the League. But for all furnace manufacsurers who are willing to abide by the simple, impartial rules of the League the door of membership is wide open.

The Federal Furnace League has ample power to carry through its programme of standardization and to reap

the benefits thereof with and for its present membership, but it invites all furnace manufacturers who are willing to submit their furnaces to its official tests, to join its ranks.

Future of Furnace Heating.

There is but one proper way to heat a building and that is by the "indirect" method which means the pouring of warm air into its apartments. Heating by the "direct" method (with radiators located in apartments) is condemned by every physician and every heating engineer who has given the matter even the slightest investigation as being unhealthful and unsanitary. The warm air furnace system is the only practical indirect method of heating residences and a great majority of other buildings.

We are entering the age of hygiene. More and more people are insisting upon healthful conditions and environment in their daily lives. Heating by direct radiation is the great promoter of foul air in the home, the store and the office. In the increasing light of modern knowledge this pernicious, unhealthful method of heating will not be long tolerated. The future of residence heating belongs to the warm air furnace.

How to Hasten Healthful Heating.

The architects and the retail heating contractors of the United States are invited to examine the Federal system of heating and ventilation and to hasten the abandonment of the unsanitary direct radiation method, by adopting and practicing this sound system of indirect heating and ventilation. If warm air furnace heating be properly planned and correctly executed its superiority to direct heating is so apparent that none can question it.

The furnaces of the members of the League are now being tested daily by the consulting engineer and the official ratings will be published as soon as the new trade literature can be printed. The handbook of the Federal system is finished in manuscript and will be issued within a month.

The Cash and Bank Book and Its Use in Business

In This Book of Original Entry, Sheets May be in the Form of Loose Leaves Ruled on Both Sides and Bound Each Day—Treatment of Cash Discount, Sales and Expenses in the Cash-Book—The Accounts in the Ledger.

By Howard R. Wellington.

In a recent issue we discussed the use of the modern journal and its general bearing on the ledger accounts in any set of books.

In this issue it is our purpose to introduce another book of original entry, viz., the cash book.

In the illustration given below, the sheets may be in the form of loose leaves ruled on both sides and bound either at the end of each day or periodically as desired. By carrying out this idea the bookkeeper may have the use of the sheets for posting purposes, while at the same time it will not interfere in any way with the cashier who is making entries all through the day.

If there is any doubt about these sheets not reaching their destination in the cash binder, each sheet may be numbered and the sheet missing may be noticed immediately.

A number of concerns will keep a "cash account" and also a "bank account" in the ledger, so as to have every necessary amount to a trial balance in the ledger itself. This plan is not really necessary, for the cash book is virtually a ledger account bound in another book or file.

The Debit Side.

On the debit side we have a column for the amount of cash received either by cash or currency, and the amount deposited in the bank. These items are not posted to the ledger, but are simply checked off with similar amounts appearing on the credit side of the cash book under the title of "deposits."

The next column in order is for the account to credit—this being the account to be credited in the ledger with the amount of cash received. A column may be here introduced for the cash discount allowed the customer—this amount of discount may be posted in one amount with cash received to customer's credit.

Cash Sales—Dr. Side.

A column may be here introduced for the cash sales in each department of the business for each day. These daily sales should be totalled on a recapitulation sheet and compared with the recapitulation in the back of each cash sales book and may be entered individually in the cash book or in one amount for each department at the end of the day.

The Credit Side.

The first column is for the amount paid out in cash; the next for the amounts of each cheque drawn on the bank and the third for the account to which either cash or cheque is to be charged.

If cash discount is earned, the amount should be entered in the next column and the amount posted along with the amount of cash paid, to the debit of the correct account in the ledger.

Following these columns, we have the various headings for expenses, suggesting—express, general expense, etc.; and

if the business is departmentized, columns may be easily added for expenses of each department, so as to avoid posting more than one item each month.

Cash Book

Amt. Received	Bank Deposits	Receipts Acct. to Credit	Cash Discount	Sundries	L. F.	Cash Sales	Dept. A	Dept. B.	Dept. C.	Dept. D.	Dept. E.
65 00		J. Smith	65	65 65	L 55						
10 00		"	-			10 00	10 00				
20 00		"	-			20 00		20 00			
55 00		"	-			55 00			20 -	25 00	10 00
	100 00	Deposit	-								

Amt Paid	Bank Drawings	Payments Account to Debit	Cash Discount	Sundries	L. F.	General Expense	Express	Expense Dept B	Expense Dept C	Expense Dept D	Expense Dept E
10 00		T. Jones.	50.	10 50	L 701.						
50		Express.		50.	-		50				
	10 00	Advertising Dept A			-			10 00			
	10 00	" " C			-					10 00	
100 00	-	Deposit									
75		General Office Exp	-	75	-	75					

HARDWARE AND METAL

Established 1868

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Addresses :

Canada: Macpubco, Toronto. England: Atabek, London, Eng.

OFFICES :

MONTREAL - - 701-702 Eastern Townships Bank Bldg Telephone Main 125

TORONTO - - - - 143-149 University Avenue Telephone Main 7324

WINNIPEG - - - - 511 Union Bank Building Telephone 3726

VANCOUVER, B.C. - - - - H. Hodgson, 11 Hartney Chambers

LONDON, Eng - - 88 Fleet Street, E.C. E. J. Dodd Telephone, Central 12960

NEW YORK - R. B. Huestis, 1109-1111 Lawyers' Title, Insurance & Trust Building Telephone, 1111 Cortlandt

FRANCE - - - - - John F. Jones & Co., 31bis Faubourg Montmartre, Paris

SWITZERLAND - Louis Wolf ; Orell Fussli & Co., Zurich

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

THE FALL TRADE.

Every indication points to the fact that the trading this fall will be above the average. Farmers generally are satisfied with the crops, and as it cannot be said that they have unduly extended themselves in the past few days, so far as general utility buying is concerned, there is every reason to anticipate a strong purchasing movement. Not only in agriculture, but in all other branches of the country's commerce, there is great activity in force. All industries are working at good pressure, and there is very little pessimism heard. Prices generally are right, with but few exceptions, not only in the raw, but the finished product. The consumptive trend everywhere is for a better grade article. The tastes of the people are improving, and there is not so much preference for price over and above any question as to quality.

Thus the market is developing all the way round. Settlers have been flocking in from all directions, new companies are setting up every day, while no good concern has to wait long for capital to start it on its legs. All this development means increased consumption. When a man is feeling good, with the times, he buys more for the house than if he were thinking that things were the reverse.

Thus there is no reason why merchants should not buy with the utmost confidence this fall. Generally stocks are light because the buying has been of a hand-to-mouth description for many months. The average merchant cannot have much dead stock to make him apprehensive of ordering with confidence, and it must not be forgotten that a merchant can, by the spirit of his store and the advertising of the fact that he has bought heavily because he expects good trade, do a lot to stimulate that trade. We are all creatures of influence, and if one man shows us that he is certain as to good trade we are convinced likewise.

But the merchant should order early. Little is to be gained by procrastination. Why wait until the demand breaks in before preparing for it because there may be a little better chance of gauging that demand more accurately. What little advantage is gained that way is offset by the risk of running things too closely and getting the customers in before the goods have arrived. Besides there is no allowance for any delay by the jobbers in getting a well assorted order together, and in shipping promptly.

It is very important that merchants should be on time with their fall stock and their fall displays. Tempt the consumer now that he feels good. It is not businesslike to drag things along.

ATTEND THE EHIBITION.

During this and next week tens of thousands of people will visit Toronto to attend the Canada National Exhibition and amongst them will be several hundred hardware merchants.

This is as it should be, as the merchant who spends a few days in Toronto at this time, will have special opportunities for both business and pleasure. And at this time, when the harvest is engaging the attention of farmers, time can be taken from the store with little loss of business.

The displays of stoves and other hardware lines on exhibit at the fair grounds contain many features which have not yet been demonstrated to merchants. And the methods of display contain ideas worthy and capable of successful imitation in retail stores. Demonstrations of vacuum cleaners and similar specialties, also offer chances for wide-awake merchants to learn practical lessons in creating business.

Where a merchant within reasonable distance of Toronto cannot personally visit the exhibition, he will do well to encourage one or more of his clerks to spend a few days in Toronto, taking advantage of the cheap railway rates available. A little generosity now, in the way of giving a few days holidays, will be repaid several times over during the rush of business between now and New years.

Merchants and clerks who are readers of Hardware and Metal or any of the MacLean Trade Newspapers are invited to pay a visit to the new home of the MacLean Publishing Company, at 143-149 University avenue, located just north of Osgoode Hall and the Armories, and just south of the Parliament Buildings. Any who are interested in the construction and equipment of a modern printing office will enjoy visiting the plant, while any who desire to have mail sent in care of the MacLean Publishing Company, are welcome to do so.

IS FLAXSEED MANIPULATED?

The high and increasing prices asked for linseed oil has started the question going as to whether the flaxseed and linseed oil market is being manipulated. No satisfactory answer has been given as yet, though in general there seems to be an indefinite opinion that there is some speculation being indulged in.

Authorities who follow the market closely say that as with other grains undoubtedly there is manipulation—or at least, there has been manipulation in the past—and this gambling feature has been responsible for higher prices. In proof of this they ask one to look at the bidding, which sometiems takes place on the Duluth and Chicago seed markets.

The present year, however, crushers think is an exception, and the high quotations are due primarily to the shortage all over the world. While crops may not be a dead failure, the most optimistically conservative estimate yet given of the flaxseed crop in the United States places it at two-thirds that of last year. Argentine was short; so was India; Russian and Baltic seed was about the average, but that crop only slightly affects the Canadian, British and American trade, because it is consumed in Central Europe.

Reports from Western Canada place the crop at about the same figure as last year; for while the acreage has been doubled, the drouth in early summer partially, and in some cases almost completely, destroyed the flaxseed crop. There is sure to be a bid for Canadian flaxseed from outside, and just as sure will this tend to higher prices; but whether this condition should run up the price of seed and oil to present figures apart altogether from the speculative element is an open question.

NEED OF LOCAL CO-OPERATION.

It is the duty of the merchant to see that the market for all kinds of farmer's products is the best that can be maintained; that weights, measures and treatment are above suspicion; that prices on merchandise are fair, reasonable and competitive with other points. Any town that lacks these essentials is doomed to gradual decay.

No individual business man can bring about these results; co-operation—pull-

ing together, is the only thing that will prevent the final elimination of the small town. This can be done through a local commercial club where the question of market for stock, grains and produce should be discussed and compared with other towns; where concerted action can be taken, looking to the building up of local enterprises and improvements.

Merchants ought to sell as far as possible the products of their own mills and factories. What's the use of opposing catalogue houses or adverse legislation if we are to continue to waste our time and effort in fighting between ourselves? Keep it up if you like it, but know that this old, back number habit will surely bring disaster.

MAKING PARTNERS OF EMPLOYES.

A business office in New York's financial district for several years has had the reputation of attracting efficient employes and retaining them for long periods—as long as the office required them. The partners of the firm put all employes on a profit-sharing basis, and the profits have been sufficient to hold them. The scheme is simple.

At the beginning of each year, the firm makes up a "budget" or estimate of expenses for the coming twelve months, based on the amount of business transacted during the year just closing, plus the ratio of increase that may reasonably be expected. Each employe, from office boy to manager, is promised, as a bonus, all profits in excess of this amount, up to ten per cent. of his salary. Profits in excess of this ten per cent. revert to the firm. The result is that everyone connected with the firm takes a personal interest in bringing in new business.

This method has proved so effective that the firm has shown a consistent growth each year. So confident is the management of exceeding the "budget" that it has made a practice of setting aside, on the books, ten per cent. of each employe's monthly salary check. This amount is retained in the bank until the close of the year. Then, if the business warrants, checks for the ten per cent. on the entire year's salary are turned over to the employes. Thus, a salary of $3,000, for example, is paid in monthly instalments and, at the end of the year, if the "budget" has been duly exceeded, an additional check for $300 is paid to the employe, who thus becomes a partner in so far as he actually participates in the profits of the firm.

The plan is of obvious advantage to the employe; it gives him a substantial stimulus for effort. It is of advantage to the firm because it enables it to retain its employes. It capitalizes their social and business connections to the extent of attracting patronage. Every employe is, to a limited extent, a partner—and a salesman.

TALK QUALITY.

Quality in merchandise does not necessarily mean high-priced merchandise. Low-priced goods can be quality goods. Many of them are.

When quality is talked in many stores a price is named which goes over the heads of many customers. In fact, it is quite likely to be over the heads of most of the people living in that community.

The masses who furnish your store with most of its trade, regard many goods as goods of quality which you and some of your customers might look down upon. Your store should be a market where all kinds of pocket-books can find satisfaction.

Low-priced goods which have merit are an absolute necessity to any store. They suit the income and pocket-books of three-fourths of the people of your town and vicinity.

When you get the idea that quality means only goods which exclusive trade can buy, and that to run a quality store means to largely cater to that trade, then you are wandering towards trouble. Everyone in your community would like to buy the high-priced quality lines. But very few of them can do it. Most of them are looking for quality on the lower rounds of the price ladder. There is where your knowledge and ability as a buyer must come to your assistance and theirs.

A SALESMAN'S WORTH.

The worth of a salesman depends upon his ability to sell profit-making goods. To do this he must be posted about them. He must know their merits. He must be able to talk about them intelligently and convincingly.

A salesman may be a wonder in selling dry goods and yet fall down completely in selling a stove or any other hardware line. The reason of this is he knows the one line thoroughly and does not know much about stoves or general hardware. The customer soon finds this out, and if the salesman does not know his goods he fails at making a sale.

Then again courtesy counts for much. A cordial welcome should be given the prospective customer. A pleasant "Good morning" does not cost anything, and adds greatly to a salesman's worth. Customers would rather have a polite and obliging salesman wait on them, and in time such a salesman becomes known almost as much as the store itself.

Always be ready to show goods to the person who only wants to "look around." He or she in all likelihood will be a buyer to-morrow, next week or next month. If the salesman in such a case has acted the gentleman and shown his goods the visit is remembered, and when the times comes he may almost depend on getting that person's custom.

When there is a prospective buyer the salesman should get down to work, and show his goods. The article wanted should be talked on from the standpoint of appearance, durability, efficiency, economy and the special features which makes it different from and better than other similar articles. It may be high-priced at first, because it is good, but the saving in time, labor, fuel, etc., should surely commend the article to the customer as an economical investment.

To do all this, but one thing is necessary—the salesman should be enthusiastic. Enthusiasm is the greatest asset of salesmanship. Without it the salesman cannot talk convincingly; he cannot hope to influence others to his way of thinking, he cannot make sales.

TENDENCY TOWARDS PACKAGE GOODS.

The sudden advance of the price of any commodity has almost always been followed by one of two things: either a substitute is offered for the particular commodity in question, or the commodity itself is handled in a different way.

A prominent Canadian paint jobber said the other day that when turpentine went up in price the way immediately opened up for a substitute. The same was true of linseed oil. There is no question here at all of the comparative qualities of the commodities or their substitutes; but merely the stating of a fact.

The jobber continuing said the holding of the high price of these articles would almost surely mean that turpentine and oil would be put up in bottles or tins in convenient sizes of pints, quarts and gallons, and sold over the counter in an original package. He averred that time would be saved and the danger of waste avoided.

He instanced the case of food stuffs—meats, fish, fruits, etc., and how package goods had revolutionized the grocery, meat and fish business, and stated that the time was not far distant when the hardwareman would be handling across the counter a number of package articles that are now put up in bulk.

Modesty is a very desirable virtue in society, but it isn't well to be too modest in business. Blow your own horn all you can under proper conditions.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Tin—Advanced 1c.
Spelter—Advanced ¼c.
Turpentine—Up 1c.
Linseed Oil—Up 2c.

Toronto.

Tin—Up 1c.
Galvanized Sheets—Cutting reported.

MONTREAL.

Sept. 2.—The continuance of the squeeze in the London tin market caused local prices to respond, and jobbing figures have been around 37c, an advance on our last quotation of 1c. High prices have been obtaining in London, and there have been tremendous sales. The movement, however, is highly speculative and the bottom may drop out at any moment. Spelter locally has also firmed up ¼c. For some time a stronger feeling has been manifested in London and St. Louis. Other lines locally are unchanged.

Trade is very good, and there are indications that a brisk fall movement has set in. Inquiries generally are more numerous and customers are apparently taking greater interest in the markets. During the fall metal buying is always quickened for not only have users to provide for immediate needs, but there are the winter months to make arrangements for. It is apparent that users generally will buy much more heavily for this winter than they did last fall. Many were very short on metal after Christmas, especially in imported pig iron.

The domestic iron situation is practically unchanged. More activity is noticed in placing new business in imported iron, while domestic furnaces are producing steadily, but prices are not so well held as they have been. The situation in the States is brighter, inquiries both for foundry and basic improving. Prices are now more firmly held, while in finished steel there is an increase in bookings. Cleveland warrants are on the downward grade again.

Pig Iron.—The approach of the fall has quickened the interest in this market and new business has averaged much higher for the week. Contracts are being placed for late delivery, and there is more provision being made than last year for winter requirements. Domestic furnaces report good new business, but a softening in prices is reported in some quarters. Producers in the States are now holding to prices more firmly, and there is evidently no intention of shading unless very good business depends upon it. Finished steel is much brighter, there being a good increase in new business.

Tin.—With the continuance of the tin corner in London local prices advanced another cent. Trade, so far as ordinary jobbing lots are concerned, does not seem to have suffered much for the recent advances, because users want the metal. The larger buyers are, however holding off, as the bottom of the corner may drop out at any moment. The manipulation in London raised the price up to the figures ruling in 1907, just prior to the panic. There has been very heavy buying, and all spot tin is well centred and strongly controlled. It is now a question whether the consumer can hold out the longest or the bull party. In the meantime those who really want the metal are being squeezed.

Copper.—The price of copper is unchanged at 13½c. Buying is fairly good, and satisfactory lots have been shipped during the week. For the time being copper is overshadowed by tin, and there is little interest taken in the primary markets. New York firmed up a little in sympathy with tin. Consumers are inactive, and the market generally is dull, barring exports, however, which have shown a big stimulation for August.

Spelter.—Spelter has firmed up locally ¼c and is now around $6. Business is very good, and the whole market condition is strong. London and St. Louis markets have shown higher figures, and for the time being the metal is in a strong position.

Lead.—Lead both domestic and imported is unchanged. Trade is fair with no special feature to note. The English market has remained unaltered for over a week.

Scrap.—Metal is on the quiet side with prices unchanged. We quote: Heavy copper wire, 11c; light copper bottoms, 9½c; heavy red brass, 8c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c.; heavy lead, 2¾c.; scrap zinc, 3c.; No. 1 wrought iron, $12; machinery cast scrap, No. 1, $16; stove plate, $12.50; malleable, $9; miscellaneous steel, $5.

TORONTO.

Sept. 2.—Tin has made still another advance and is held very firm. Stocks are scattered and small. The bulk of tin now coming forward is held pretty stiffly by interests in the primary markets.

The general tone of the market is good. Trading has not advanced much over last week. In fact general conditions are about as they have been for the past several weeks. Being nearer the fall, however, has made all metals look better from the buying standpoint.

There are continued rumors of cutting on galvanized sheets by Canadian jobbers, and this line does not show the steadiness of early spring. Sales, too, have slowed up some.

The United States iron and steel trades are gradually bettering themselves with decreasing production. Buying, however, is none too good as yet. In England, on the contrary the metal business is improving surely, if slowly.

Pig Iron.—Movements continue fair for small lots. Imported pig is going out steadily. Canadian furnaces are pushing for business. Scotch irons are steadier than any other lines. Local quotations remain as at last week. No. 1 Canadian foundry iron is at $20, and No. 2 at $19.50, f.o.b. furnace. This is for both Hamilton and Midland. Toronto prices are 50c above these quotations. Middlesboro No. 3 is $20. Summerlee No. 2, $22.50; Cleveland No. 1 and Clarence No. 3, $20.50 and $20.75 respectively. Scotch irons are about the same figures. Jarrow is $20.50 and Glengarnock, $22.50.

Tin.—This metal has again gone forward. As during the past fortnight the advance this week amounts to a cent. The quotation is now 37½c. and the market is decidedly firm. Stocks in jobbers' hands are low, and demand in pretty good. Decreased production and the holding of tin at the primaries in a few hands has placed this metal in a position where nothing but high prices could be expected.

Copper.—Shall there be curtailment or not is yet the uppermost question in the copper situation. Despite enormous quantities of copper going into consumption there are still very large stocks being held. The local price is unchanged at $13.50.

Lead.—Imported and domestic lead are unchanged. Fair trade is offering, and merchants seem satisfied. The English market is about the same, with a weak undertone. For a few days this week lead showed some activity. Quotations remain at $3.75 and $3.80 for Trail and English lead respectively.

Spelter.—Active business is now passing in spelter. Prices remain unchanged at $5.75. The improvement over a month ago is marked.

Sheets and Plates.—Continued rumors of cutting on galvanized sheets by Canadian jobbers has not tended to make the market any too strong, and there is a consequent falling off in sales. This line is not selling so well as at this time a year ago, although manufactured lines have felt the fall impetus for two weeks now.

Old Materials—Scrap metal men feel that there is an unwrutten agreement against them to put off buying old iron and steel, hoping thereby to reduce prices. Stocks are high and have been fairly so all season. Sales are of small lots only. Dealers buying prices are unchanged. Heavy copper and wire are at 10½c; light copper bottoms, 9c; heavy red brass, 9½c to 10c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3½c; No. 1 wrought iron, $10; machinery cast scrap No. 1, $14.50; stove plate, $13; malleable, $8; miscellaneous steel, $6; old rubbers, 8½ to 9c.

HARDWARE MARKETS

MONTREAL.

Sept. 2.—Undoubtedly the fall spirit is commencing to actuate trade. Orders are coming in more briskly, and there is now a general movement in seasonable lines such as lanterns, cow ties, horse blankets and barn requisites. General utility articles are also showing more strength, while cutlery is in better demand.

Builders' hardware is being bought strongly by the Northwest, while hay

wire is in better request. Guns, ammunition, hunting knives and other allied lines are among the most prominent movers. Camp enamelware is also active. Skates are being booked, while among lumbering tools boot calks are going out for immediate delivery which is somewhat early.

No important change in price is announced. There is a good tone all the way round, and nothing seems to occur from day to day to check the confidence felt both by jobbers and the merchants in the success of the fall trade.

Seasonable Lines.—Fall lines such as cow ties, horse blankets, lanterns, and the later goods such as weather strip sleigh bells are now going out for immediate delivery. There is a strong run on house cleaning utensils, such as mops, pails, brooms, carpet sweepers and polishes. Wringers and washing machines despite the advance are going well. Kitchen utensils are also in active demand. There is a good call for general enamelware especially from the Northwest.

Sporting Goods.—Guns and ammunition are moving most prominently, and a very good season is anticipated. Hunting knives, primers, revolvers, cartridge cases, and canvas coats are also in request. Skates are being booked, and a few orders have come in for hockey sticks and pucks.

Builders' Hardware.—The demand continues active in locks, lock sets, door pulls, butts, etc. The ordering is generally of a well assorted nature. There is no change in prices and we quote: Lock sets (inside) $4.25 per doz. and up; lock sets (outside), $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½c to 33c.

Bolts and Nuts.—The demand continues at good strength. Judging from the orders construction work is very general all over the country. Nails are moving out strongly. We quote: Discount on carriage bolts, ⅝ and smaller, 70; machine bolts, ⅝ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Heavy Hardware.—A strong movement is noted in bar iron, mild steel and chain. The markets are firm and we quote: Chain coil, ¼, $5.25; ⅜, $3.80; ½ $3.50; ¼, $3.25; 1, $3.25; anchors, 4½c. lb. up; merchant bar iron and mild steel, $1.90; steam gauges, $1.50 each up; injectors, $4 to $18 each; and steam gauges, 35c to 80c.

Hay Wire.—There is an improvement in hay wire, and other staple lines. We quote: Barb wire, car lots, mixed, $2.45; small lots, $2.50; plain twist, car lots, $2.75; small, $2.80. Galvanized wire, No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b. Montreal. Coiled spring fencing, $2.30 straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.35 base. Staples, bright, $2.60; galvanized, $2.85.

TORONTO.

Sept. 2.—The improvement noted in business last week continues. All the jobbing houses report good trading. Orders are not large, but they are numerous. The exhibition has brought to the city a number of hardwaremen. This is usual, but they are not buying or placing orders, as in past years. Rather they are enjoying a holiday and taking opportunity of inspecting the new goods and looking at equipment and methods of other hardware merchants.

Buying covers a range of lines, and with the possible exception of ammunition no one article stands out more prominently than any other. Housecleaning goods, shelf hardware, early fall and other general seasonable lines are in demand.

Prices hold unchanged with the market firm. There is more steadiness to prices this season than for many years past.

Seasonable Lines.—Shelf hardware is in good demand, and there is a splendid call for early fall goods. Rubber and leather belting is selling well and in certain sizes is somewhat scarce, jobbers' stocks being low. Tank lugs, valves, pumps, and smaller articles for repair work about the farm and stable are also moving pretty freely. Cow ties, cattle stanchions and general cattle and barn fixtures are being asked for rather frequently. Oil cans, too, are moving well. Pitchforks are still a foremost line. Feed cookers are a new line to some hardwaremen.

Builders' Hardware.—Business is at rush just now. Lock sets, padlocks, bolts, hinges, nails, etc., are the most active lines. Country points are taking up quite a few sanitary goods—earth closets, bathroom fixtures, taps and kitchen pumps. Metal and ready roofing lines are becoming increasingly active. Metal ceiling inquiry is good. Prices are steady and firm.

Household Goods.—Housecleaning articles are especially active, the return of the summerites having made a sudden call for these goods. Prominent are wringers, washers and mops. Kitchen clothes horses and ceiling driers have shown up well this week. Egg beaters and cooking articles generally are fair sellers, with demand increasing. Silverware and household cutlery are developing into fair and steady business. Clocks are coming along better now that the holiday season is over.

Lighting and Heating Lines.—There is a very big demand for lamps just now. Stable lanters, too, are being rushed. Stoves and ranges are opening up well in trade, and stove pipes and coal hods have shown much life the past few days. Registers and ventilators are steady. Manufacturers of heating goods report an inability to fill immediately the orders coming to hand.

Wire Goods.—Wire prices are steady and business in good volume is passing. Fence wire, especially, is going forward in pretty big shipments. Wire mats are beginning to move fairly freely.

Tools.—All kinds of tools are going out pretty well. Glaziers' tools are more active than at any time since the commencement of the year. There is a good seasonable call for general building tools. Some work benches have gone forward during the past fortnight. Saws and hammers are again lively in sales.

Heavy Hardware.—The strain on small sizes of iron pipe is not relieved. Stocks are low and big sales are yet in order. Bolts and nuts, too, are prominent. Axes and edge tools for winter's use are coming forward very well. Horseshoes and horsenails are inquired for. Sales are expected to be above the average this fall.

Sporting Goods.—Ammunition is perhaps the most freely asked for hardware lines just now. Guns and rifles are fair. Hunting knives and outfits are inquired for, though no large sales are reported as yet. Razors are again coming to the front and inquiry is made for winter sporting goods. Already hockey sticks are being shown.

U. S. IRON TRADE.

Cleveland, O., Sept. 1.—The Iron Trade Review says: The close of another midsummer month finds the iron and steel market in a more promising condition than during the preceding month. There has been heavy buying of pig iron by plow and cast iron pipe interests. Specifications against running contracts for practically all finished lines in August have been heavier than in July, although in only two or three instances has there been any increase in new business. However, with the close of the vacation season at hand, buyers are giving more attention to their future requirements, and the trade generally expects greater activity within the next week or so.

Inquiry for sheets is heavier, and actual bookings for the week show a healthy gain, though most of the new business is being taken by plants quoting concessions of $4 on black, $5 on galvanized and $1 on blue annealed sheets from prices quoted several weeks ago. So far this year, total shipments of sheets by the leading interest show a gain of about 95,000 tons, as compared with the corresponding period of last year. Total shipments of tin plate so far this year show a decline of about 8,000 tons as compared with 1909.

SHEET METAL PATTERNS.

The American Artisan of Chicago, has just published a work entitled the "XXth Century Sheet Metal Worker." It is a cloth bound book of 90 pages, the author of which is H. E. Osborne, a practical sheet metal worker of many years' experience. It was his aim to get up a popular-priced pocket reference book of short cuts, and quick methods, jumping over all unnecessary rules, and giving accurate information for the tinner. In this the author has succeeded by giving many useful helps without indulging in long-worded explanations of scientific rules. While a reading of the book can be easily understood by the youngest apprentice, it is sufficiently scientific in tone for the practical use of the seasoned metal worker. A great many illustrations help to satisfactorily make clear the letter press. The price of the book is $1, and it may be obtained through the Technical Book Department of The MacLean Publishing Co., 143 University Ave., Toronto.

NEW ROLLING MILLS.

A. H. Huff, sales manager, J. L. Waldie, secretary-treasurer, and F. Moseley, seperintendent of the pipe mill of the Montreal Rolling Mills, have resigned, and will establish a rolling mill at Montreal to manufacture iron pipe in opposition to the Steel Company of Canada.

Grimsby has carried a by-law to aid the Hall-Zryd Foundry Co., the vote being 213 to 62.

HARDWARE TRADE GOSSIP

Ontario.

W. J. Bell, Beeton, Ont., is on a trip to the Pacific Coast.

S. L. Adolph, Listowel, spent a few days in Toronto and Hamilton this week.

A. H. Huff, of the Montreal Rolling Mills, was in Toronto, on Monday, on his way from Montreal to Winnipeg.

Burrow, Stewart & Milne, Hamilton, have an exhibition of their stoves and ranges in the Stove building at the Toronto Exhibition.

Robt. Hobson, manager of the Toronto house of the Dominion Wire Mills Co.'s branch of the Steel Company of Canada, has been spending two weeks holidays at Burlington Beach.

T. W. Peart, manager of Peart Bros., wholesale and retail hardware business, Regina, Sask., was a visitor in Toronto and Montreal this week, buying for their wholesale department.

The Canadian Oil Producing and Refining Co., a concern incorporated under the laws of Great Britain, have received an Ontario license and have appointed Wm. R. Wadsworth, Toronto, as their attorney.

Charles G. Knott, Toronto manager of the Canada Screw Co.'s branch of the Steel Company of Canada, has been holidaying for the past fortnight at Narragansett Bay, on the Atlantic coast of Rhode Island.

George Windsor, for the past five years clerk in Cochrane's hardware store at Sudbury, has severed his connection with that firm, and has gone to the Sault, where he has accepted a good position with Brown-Moore, hardware merchants.

Quebec.

The Canadian Mineral Rubber Co., Westmount, has been registered.

J. A. Lapointe & Co., grocers and hardwaremen, Yamachiche, have assigned.

J. Paquin of St. Eustache, Que., has been on a visit to Montreal, calling on the hardware trade.

Ben Rogers, jr., of the Rogers Hardware Co., Charlottetown, P.E.I., and mayor of his city, has been in Montreal this week.

John Hubbard, representing Stacey Bros., Sheffield, has returned to England, after a successful trip out west as far as Winnipeg.

Western Canada.

W. H. Stoney & Co., paint dealers, Vancouver, have dissolved.

McLelan & Co. have opened a hardware business at Perdue, Sask.

R. M. Patterson has opened a hardware business at Luseland, Sask.

G. Howden, tinsmith, Melita, Man., is succeeded in business by J. S. Reid.

R. A. Andrews has sold his hardware business at Gainsboro, Sask., to E. W. M. King.

D. S. Hutcheson and R. Lloyd have bought the Pioneer Hardware Store at Davidson, Sask.

Walter Collinge, hardwareman at North Battleford, has sold his business to Hubbs & Shragg.

Ross & Kerslake, hardwaremen and implement dealers, Elgin, Man., have sold their business to Hannah & Sons.

J. Murphy has started a tinsmithing business at Waldron, Sask.

Harry Grain has started a hardware store at Kerr-Roberts, Sask.

Jones & Sylvester, tinsmiths, Moose Jaw, are succeeded by Jones & Ross.

William Hargraves will open a hardware store at Merritt, B.C. He will carry agricultural machinery as a side line.

Thos. Hagel, dealer in hardware and general mercantile lines, is succeeded in business at Beiseker, Alta., by Hagel Bros.

J. E. Riley, for the past eight years a hardwareman on Prince Street, Winnipeg, died last week. He was 47 years of age and leaves a widow and three children.

Maritime Provinces.

Edgar P. Slipp and wife, of Brainerd, Minn., formerly of Kingsclear, N.B., have been visiting relatives at Fredericton. Mr. Slipp has for the past eight years been engaged in the hardware business at Brainerd, where he has been very successful.

HARDWAREMEN AT TORONTO EXHIBITION.

The following out-of-town hardwaremen were in Toronto this week attending the Exhibition: J. A. W. Allen, Newmarket; G. and H. Jackson, Egmondville: S. Peart. Rockwood; J. D. Rowland, Mt. Albert; R. Blain, Brampton; H. Hewgill, Woodbridge; P. Chapelle, Brown Hill; J. Rowdon, Latchford Hardware Co., Latchford; Geo. Detweiler, Cargill; W. J. Cavan, Erindale.

THE DIRECT APPEAL.

It is said you can turn man's natural egotism into dollars, by putting to use fundamental facts in your paint advertising.

Sam Jones is always more interested in himself than in you—or any one else—therefore, make a direct, personal appeal to him.

Do not advertise our spring paint sale is on. People will know it when you say:

Paint for your house, only costs $25; for a cottage $12.

Followed with a strong window display.

These figures appeal to Jones, and he becomes interested in your store at once. You send one or two good painters to him, and thus show you have an interest in seeing he gets the best possible job.

You have demonstrated a direct appeal. Sam Jones has been attracted by it, and responded. Such advertising and business-getting methods do not stop here, for Mr. Jones will come back for a can of enamel or some varnish the next time without thinking of going anywhere else, because he is satisfied with the business methods shown.

Buy pure paint—the only kind we sell

This kind of an ad ought to attract the consumer. It is the same kind that appealed to Sam Jones.

It means you are selling nothing but the very best goods.

You can make direct appeals because you can say something.

Oh, these are little, unimportant things, you say.

Little, yes, but not unimportant.

At least, they are not deemed unimportant by the men who are making serious and successful work of their advertising.

It is just these little things that mark the difference between success and failure in advertising—and other things.

If you think this one is important just try it a while and give yourself a demonstration as to how big some little things can be.

Perhaps it will show you why some of your previous ads, which you were sure would be "world beaters" did not bring the expected results.

And perhaps it will show you that the fine, subtile, psychic things are not to be overlooked by the man who just must make his advertising make good.—Paint, Oil and Drug Review.

BUILDING NOTES.

Dr. F. J. R. Forster, Stratford, will build a brick residence and office, to cost $4,500.

Mr. Wallace, of Galveston, Texas, has purchased Calm Island, near Newboro, Ont., where he will erect a $30,000 cottage.

The contract for a large business block at Mansonville, Que., has been given by D. A. Manson to Elkins & Norris, of Richford, Vt.

A company, composed of Ottawa, Renfrew and Arnprior capitalists, has been formed, with the intention of erecting a large hotel at Norway Bay, Que.

The Halifax Cold Storage Co. have awarded a contract for erection of a new warehouse building on Lower Water Street, to L. B. Fader, and H. R. Silver & Co. They are also having a storehouse erected on Upper Water Street.

The excavation for the new $100,000 I.O.O.F. building, at Calgary, has been commenced. Other recent Calgary building permits are: A new $3,500 school, to serve the Hillhurst district; a $12,000 residence for J. T. Macdonald; Mrs.

Everything is ready for starting construction on the Ritz-Carlton hotel, at Montreal, and J. A. Jacobs announces that he is planning to erect a million dollar hotel on the site of the Scroggie department store, which he has acquired. He is backed by a syndicate of Americans.

Not long ago during a pest of moths, a novel system of catching the insects in large quantities was adopted. It consisted in throwing the beam of a searchlight out of the mouth of a large suction fan and, as the moths gathered, they were sucked into the fan and thus entrapped. A similar idea for household use has occurred to an inventor in Chicago, who has patented an apparatus consisting of a suction fan and an electric light mounted in the inlet tube leading to the fan, while a trap of wire netting is connected to the outlet end of the suction tube. This apparatus is adapted for catching flies, and other insects that are liable to enter the house.

News and Methods of Canadian Hardwaremen

Merger of Express Companies in Maritime Provinces — Window Display of Factory Supplies at Berlin — Chatham Merchants Have Combined Picnic—Saskatoon Merchant Invites Strangers to Visit His Store—New Nail Factory at New Westminster

A BELIEVER IN QUANTITY PRICE.

Summerside, P. E. I., Aug. 31.—In giving his opinion on quantity price one of the local merchants says he is a believer in it under certain conditions. He thinks that a man who has the buying power behind him should get a better price when he purchases in quantities.

He, however, does not believe in price cutting and thinks that no merchant should use his buying power to cut below the established prices. In fact, he considers such a man a fool because he could just as well obtain his extra profit and keep business on a better basis When a price is cut a competitor usually but often unwisely attempts to meet it with the result that soon a low established price is made—one that does not give a fair return on the investment, risk and labor. Therefore, he thinks well of the quantity price, but not of the price-cutter.

HALIFAX.

August 30.—August was a dull month in most lines of the hardware trade, and wholesalers report that there is practically nothing doing at the present time. Stocks are now being put in shape for the autumn trade, which will soon be opening up. High prices still prevail for cotton goods and linseed oil. The latter is now quoted at $1 to $1.05 per gallon in barrel lots. In cotton lines firm prices prevail, with no prospect of a decline in the near future. Wire nails are firm at $2.50, and turpentine is quoted at $1 per gallon.

There is a fairly good demand for cement, also for tar, large quantities of both being used in permanent work on the streets of Halifax. The retail hardware trade is fairly good, many of the American tourists purchasing English cutlery while visiting this city.

The plumbers report business very dull, there being practically nothing doing outside of a few small jobs. There has been some demand for stoves and fittings from outside points, but as yet the movement in these lines is very light.

FACTORY SUPPLIES WINDOW.

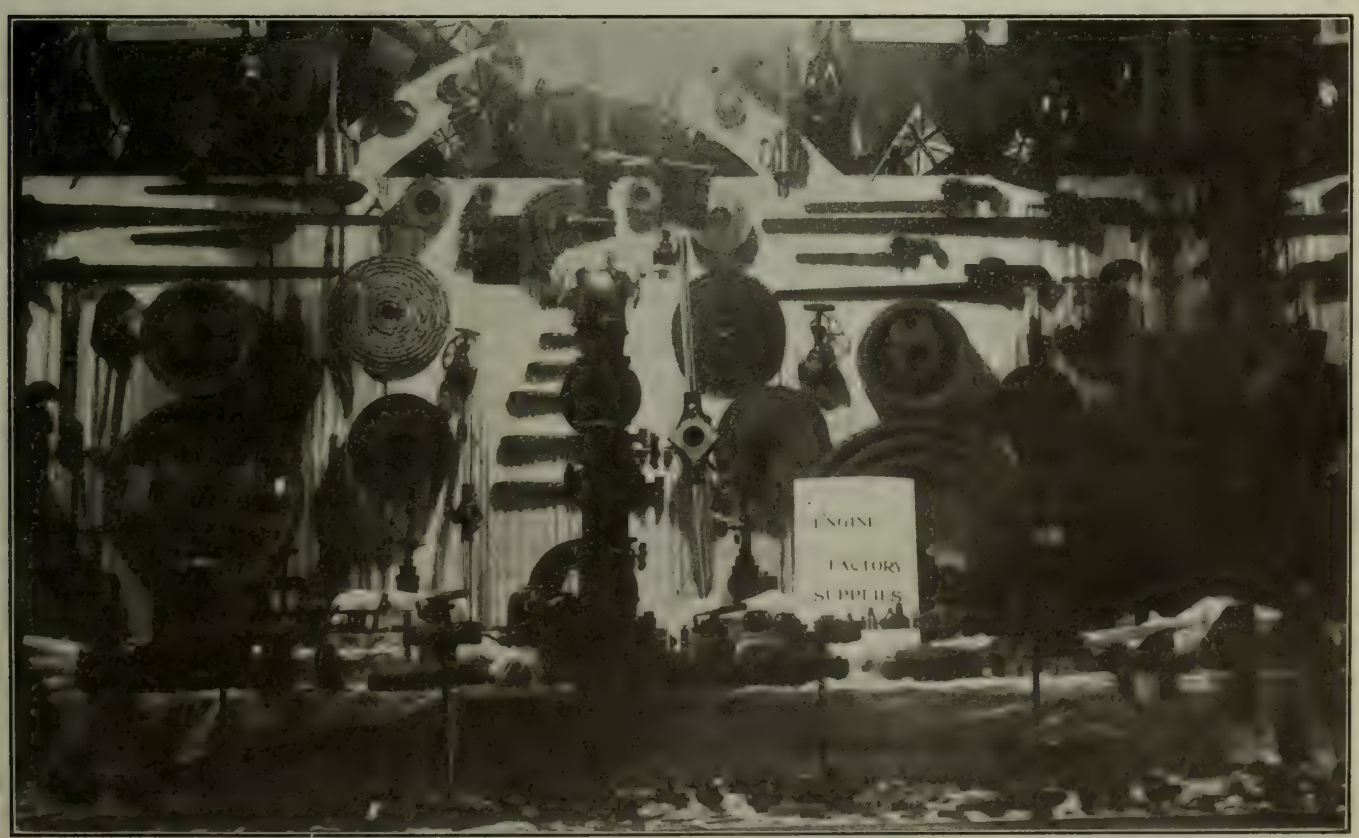
Berlin, Aug. 31.—The accompanying photograph is one of a window display at the P. Hymmen Co.'s hardware store during the recent convention in Berlin of the Stationary Engineers' Society. It made a very fine appearance and drew many favorable comments from the visitors. The display was arranged by R. H. Thornhill, of the Hymmen staff, who has made quite a reputation for himself by reason of the general excellence of the window displays at this store.

ST. JOHN.

August 30.—The visit to this city of the Royal Commission on Industrial Training and Technical Education, this week, occasioned considerable local interest among both manufacturers and citizens generally. The members of the commission visited, during their stay, several of the leading industrial establishments, among them being the following: St. John Iron Works, Maritime Nail Works, James Robertson & Co., McLean, Holt & Co., T. McAvity & Sons, Simms Brush Factory, Jas. Pender Co., and the Portland Rolling Mills.

Both J. M. Butler, of the Dominion Iron & Steel Co., of Sydney, N.S., and Jas. Pender, of the Pender Co., Ltd., have denied that there is any truth in the report that the latter plant was to be taken over by the Steel Company.

Merchants generally throughout the Maritime Provinces are much interested in the announcement that the Dominion Express Co. has absorbed the Maritime Express, the merger taking effect Sept. 1. This has followed the taking over of the D.A.R. system by the C.P.R. The result of the absorption is that the Dominion Express will operate by steamer between St. John and Digby and between Yarmouth and Boston, as well as on the D.A.R. lines between Yarmouth and Halifax. One advantage of the merger of the two companies will be that merchants in Upper Canada will be able to get a through rate on goods con-



Display of Factory Supplies Made by P. Hymmen Co., Berlin, during a Convention of Steam Engineers in that city.

signed to points on the D.A.R. system, and Nova Scotia merchants will be given a through rate on their products going to points served by C.P.R., instead of having to pay two rates, as heretofore. The Dominion Express also gets an entry into Boston.

Gandy & Allison have lodged a complaint with the mayor, in which they state that cement being supplied to the city is not in accordance with the specifications in the tenders. They claim that W. H. Thorne & Co., is supplying Canadian cement, whereas the specifications called for the English product, which was the kind they quoted prices on. They claim it is unfair to other tenderers to accept a cheaper cement than that specified.

CIVIC SLOGAN ON ADVERTISING.

Chatham, Aug. 31.—Since the adoption of "See Chatham First" as the Maple City's civic slogan, some time ago, a number of merchants have followed the practice of having the civic slogan printed on their envelopes and stationery. S. F. Park & Co., druggists, have adopted the ingenious expedient of combining the civic slogan with their own trade slogan of "Get It At Park's." On the back of all the firm's cash registered checks, issued to cash purchasers and redeemable at 5 per cent. of their face value in goods, appears the wording: "See Chatham First, then get it at Park's."

The third annual picnic of the Chatham merchants, held on Tuesday, Aug. 16, to Erie Beach, Chatham's popular summer resort, eclipsed all previous records, alike numerically, financially and in point of enjoyment. From Chatham and the surrounding country upwards of 2,000 people crowded to the big event. Practically every store in Chatham was closed at 12 o'clock, or shortly after, and remained closed for the balance of the day. A parade from the market square, headed by the Kent Mills band, to the C. W. & L. E. depot was followed by an hour's trolley trip. Throughout the day an excellent service was provided, the electric cars being crowded from dawn to dark with excursionists. At Erie Beach a goodly programme of sports enhanced the natural attractions of bathing, boating and cool breezes, while music was furnished throughout the afternoon by the Kent Mills band.

PORT ARTHUR GROWING.

Port Arthur, Aug. 31.—Building permits for July, 1910, were $173,375, as compared with $114,250 last year.

Twenty-six cars of sewer pipe were unloaded by Wells & Emmerson in one week this month.

The contract for the tools for the technical department of the new collegiate institute and the manual training equipment has been let to Marks-Clave-Dobie Co. They are just completing the contract for the hardware and fittings for the collegiate institute, which has accommodation for 350 pupils.

GOOD STORE SERVES THE PUBLIC.

Broadview, Sask., August 31.—One of the finest stores in Broadview is owned by A. R. Colquhoun. This store is now carried on by the son, who told the writer that his father, who built the store, always had the idea that a man should spend his money where he made it. He was successful in business and he spent a large portion of the money he made in his own town in building this splendid store for the convenience of his customers who generously supported him for many years.

If this principle had been followed in general by the merchants, it would never have been possible for the mail order business to succeed. With such a store at home, of which the whole neighborhood has reason to feel proud, there is not much danger that the people will send their money away to build up stores in large cities, which they seldom see, and which do nothing to improve the conditions of their homes and surrounding country.

Good stores in any town will largely increase the value of the farm and town property, and it is in the interests of the entire community that the merchants do their best to give the buying public the best possible service.

INVITES VISITORS TO STORE.

Saskatoon, Aug. 31.—J. F. Cairns, of Saskatoon, believes in making it known to visitors that they are welcome to visit his store. The following invitation appeared prominently in one of his ads. recently: "Visitors to the city are assured of a welcome to all this store's comforts and conveniences. Use our telephones. Leave your wraps and parcels, we'll check them free of charge. We have a nice little corner, where you can rest a while and write your letters. Wander around the store, ask questions, our courteous salespeople will be only too pleased to give any information within their power. Come, you are cordially welcome, and you will find this big store cool and comfortable."

NEW WIRE NAIL FACTORY.

New Westminster, August 30.—Work has been started on the wire nail factory, to be erected for G. W. Laidlaw, formerly of Hamilton, Ont. It is being built about a half a mile below the Lulu Island bridge, inside the city limits. About one hundred men will be employed. Wire nails and fencing will be manufactured at present, but a galvanizing plant will probably be added next year. The paper and cardboard box factory, on the Brunette river, is nearing comp'etion, and several other parties have been looking for factory sites here recently.

MONT JOLI FOUNDRY.

There has recently been organized in the town of Ste. Flavie Station, Que., a large and well equipped foundry and machine company bearing the name Mont Joli Foundry and Machinery Co. Ltd. This business has a good reason for existence as the president, C. A. R. Desjardins, has for nearly fifty years been engaged in manufacturing threshing mills, shafting, machinery of many varieties and accessories and they were just on the verge of erecting a factory for producing malleable iron. A. C. Landry, of Ste. Flavie, a man of marked enterprise, was consulted and promptly decided to form a joint stock company for the very purpose suggested by Mr. Desjardins and adding to their work that of making castings and general foundry work. They have just about completed a handsome new building at Ste. Flavie, covering a space 150x50 ft. in dimensions and built at the base walls and floor of cement and concrete while portions of the walls and roof are galvanized sheets and asbestos paper, making a thoroughly fire proof building throughout. The best of natural lighting is afforded by plenty of windows and the moulding rooms are well supplied with sky lights.

Stoves will be manufactured and it is the intention to begin in a very small way and develop along the proper lines. Mr. Desjardins is one of the largest shareholders of La Banque Nationale and has served his county as member of the local legislature, retiring against the wishes of his constituents. He is a leader in his locality and knows well the "ins" and "outs" of the foundry and machinery manufacturing. Mr. Landry is also a leader with excellent standing and abundant means. The plant is located near the railway main line and the company owns the lighting plant which supplies electricity and gas to the town. About ten acres of land surrounding their plant is being held in reserve for the larger ventures now in embryo.

WINNIPEG MERCHANT DEAD.

Winnipeg, Aug. 30.—The death occurred in Winnipeg of J. E. Riley, for the past eight years a prominent hardware merchant on Princess Street. Mr. Riley at one time was roadmaster of the Northern Pacific Railway, before the purchase of that road by the Manitoba Government. After leaving the railway business he resided in the States for a number of years, returning in 1902 to open a hardware business in Winnipeg. The deceased was 47 years of age and leaves a wife and three children.

Mr. Riley was one of the strongest supporters of the retail hardware association when that organization comprised the trade of western Canada. In the local association he took an active part and was always present at the meetings to assist in directing the affairs of that body. He was particularly known for his jovial and winning disposition, and he had a wide circle of intimate friends. Being a constant reader of Hardware and Metal our local representative had many occasions to interview Mr. Riley on topics vital to the general trade, and it is with deep regret that we chronicle his departure. For many years he was an officer in the Knights of Pythias order, and at the time of his death was Grand Chancellor of Western Canada. The accompaning picture shows the robes of that office.

Teach Your Customers

that in order to save repair bills they must use Paint on their houses, barns, granaries and fences. By doing so you will increase your trade and better your home reputation. Set the example by using Paint on your own store and house.

Stephens

House and Barn Paints are made to Protect and Beautify

MANUFACTURED BY

G. F. Stephens & Co., Limited

Winnipeg, Canada.

Paint and Varnish Makers

BRANCH AT CALGARY, ALTA.



No. 436
LAMP STAND

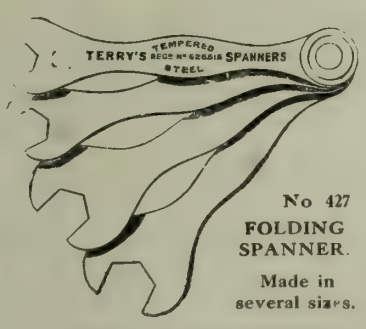
TERRY'S SPECIALITIES

are too numerous to display.

These cuts show two of our lines for Hardware Dealers.

Our 1910-11 Catalogue will be issued shortly. Let us put your name on mailing list?

Herbert Terry & Sons,
Novelty Works,
Redditch, England



No 427
FOLDING
SPANNER.
Made in
several sizes.

Send for Samples and Trade Terms.

SENT FREE TO ANY ADDRESS

Our Catalogue of Technical Books for HARDWAREMEN,—covering such subjects as Metal Working, Hardware Window Dressing, Hardware Store Business Methods, Paints and Painting, Salesmanship, Sales Plans and Advertising, as well as Plumbing and Heating. WRITE TO-DAY before supply is exhausted.

TECHNICAL BOOKS, 143-149 University Ave., Toronto, Canada

It makes no difference how high your Ideals of Furnace qualities

Pease Economy Warm Air Furnaces

will satisfy the most critical this year, next year and for many years to come. Built to stand Time Test. Don't miss calling at our Exhibit in the Stove Building or at our General Sales Office, 36 Queen St. E. when in Toronto during the Industrial Exhibition.

Pease Foundry Co. Ltd.

TORONTO, ONT.

Pease-Waldon Co. Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected By Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Sept. 1.—The general output is keeping up satisfactorily and merchants everywhere are preparing for a good fall business. The building lines are the leading ones yet, but tools are not moving very fast at present. The recent local builders' strike meant a considerable loss to the trade, which is irreparable. The threshermen throughout the country are making many purchases through the retailers for all supplies, but this will soon be at an end. Lanterns and stove pipes are moving freely and this will continue during the winter.

The long expected advance has taken place in Canada plates. Twenty-five cents is the advance all round. The cause for this is the brisk demand in Europe and the inability of the factories to make satisfactory supplies. Annealed wire is reported weaker and a ten cent decline would not be surprising.

The cancelations of orders which came in some time ago, due to the expected short crop, are being withdrawn, and the trade is not going to suffer.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines, 75 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

Blocks—Steel, 45; wood, 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—planished copper, 33½c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, $4; pressed standing seamed roofing, 28, painted, $3.20; galvanized, $4; 26, $3.55 and $4.35.

Canada Plates—Half polish, 6 and 7-inch, $3.15; 8-inch, $3.40; full polish, 6 and 7-inch, $3.90; 8-inch, $4.15.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 per cent.

Fittings—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.80; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾-oz., $4.80; Queen's Head, 23, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37¾ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.65; No. 2, and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3,30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., $2.45; ⅜-in., $2.75; ½-in., $3.30; ¾-in., $4.10; 1-in., $5.80; 1¼-in., $8; 1½-in., $9.50; 2-in., $12.70; 2½-in., $20.80; 3-in., $27.40; 3½-in., $34.20; 4-in., $39; 4½-in., $43.50. Galvanized, ¼-in., $3.40; ⅜-in., $3.70; ½-in., $4; ¾-in., $5.25; 1-in., $7.60; 1¼-in., $10.35; 1½-in., $12.70; 2-in., $17.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $4.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper No. 8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c per lb.

Rope—Sisal, 9½; pure manila, 11; British manila, 9¾; lath yarn, 9¼c.

Sheet Zinc—Casks, $7.75; broken lots, $8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—21c per lb.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—6-in., $8.69; 7-in., $9.31.

Terne Plates—I.C. plates, $8.50.

Tin Plates—I.C., charcoal 20x28, full box, $9.25; ½-box, $4.87½; IX., full box, $11.25; ½-box, $5.87½; IXX., full box, $13.25; ½-box. $6.87½.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Wire—Barbed wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers—Royal Canadian, $38; new easy, $52.75.

PAINTS AND OILS.

Winnipeg, Sept. 1.—There is a slight slackness in ordering just now as the season's work is nearing completion. Retailers, however, will have a good trade for several weeks yet. Glass and varnishes are moving out heavily.

Putty.—Orders for putty are large and numerous. Jobbers have been rushed to fill putty orders this year more than ever before. There is no change in prices. Barrels, $2.50; cases, $2.75; kegs, $3.

Linseed Oil.—A three cent advance took place this week and the price is firm. The market everywhere is firm and crops are reported short in other countries. The price is $1.03 for raw, and $1.06 for boiled.

Turpentine.—The turpentine crop is getting less each year and a jobber stated to-day that it would not be many years before the stuff would be off the market. The Standard Oil Company are to handle almost all the southern crop stuff this year. Merchants will have to pay a higher price than is now quoted next spring. The advanced price this week is $1 per gallon.

White Lead.—The demand is exceptionally good for this period of the year. The price is firm, but not following that of linseed oil very closely. It may be higher soon. The quotation today is $5.25 to $6.25, according to the brand.

Varnish.—The output is all that has been expected this month, and most of the supplies are out. Many repeat orders, however, are coming in.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 15c; Sunlight, 20c; Family Safety, 24c; Searchlight, 22c; Red Rose, 25½c; Keystone Special, 20c; Pemoline, in bulk, 19c; Silverlight, in bulk, 16c; Acme lamp, in bulk, 28c; White Rose, in bulk, 22c; National Light, in bulk, 21c; Engine Gasolene, 24c; White Lily, 26c; Royal, 24c.

LARGE INDUSTRY FOR WELLAND.

Welland, Aug. 31.—Negotiations have been going on for some time and have just been concluded by which a million-dollar plant will be erected at Welland to employ 1,500 hands, by Deere & Co., Moline, Ill. The products of the Welland factories will be harvesters, waggons, plows, carriages, grain drills, harrows, disc harrows and other articles. The company will be granted no bonus, but have been promised a few concessions in respect to electric street railway, water, drainage, water service, etc. The capital of the company is $40,000,000. Their plant at Moline is the largest of its kind in the world, employing 7,000 hands and shipping 50,000 carloads of machinery yearly.

ESTAB. 1818

ASK OUR PRICES FOR

PAINTS DRY COLOURS DISTEMPERS AND VARNISHES

WHY?

BECAUSE !!

WE ARE MAKERS OF NEARLY ONE HUNDRED YEARS EXPERIENCE AND KNOW THAT WE CAN COMPETE.

HOYLE ROBSON BARNETT & CO. LTD.

HEAD OFFICES
35 CLOSE, NEWCASTLE-ON-TYNE
ENGLAND.

CONTRACTORS TO H.M. ADMIRALTY & WAR OFFICE

1818 ESTAB.



SHERWIN-WILLIAMS PAINTS AND VARNISHES

The Little Paint Man Gives His Views About People Who Have the Purchase Price of Good Paints and Varnishes

THE only people you as a dealer have business with are those who are able to buy—who have the "purchase price." And they are the ones who are insisting more every day upon goods they see advertised—goods they know to be reputable and satisfactory. When you know there is this insistent demand for paints and varnishes of the Sherwin-Williams kind, why don't you go half way to meet that demand? You may not feel the loss of one customer or two, but if many of your customers are not satisfied with the paints and varnishes you sell them it will make a difference in your profits. The way to keep your customers coming to you for repeat purchases is to stock Sherwin-Williams paints and varnishes now, before someone else gets the line and competes against you. And there's a splendid profit in the line. Write for proposition.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

CANADIAN HEADQUARTERS AND PLANT: 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT WINNIPEG, MAN., AND VANCOUVER, B. C.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

"The Western Stove Makers"

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William. Ontario.



Sell

WOOD MANTELS, GRATES and TILE

and add to your profits---Our latest catalogue shows a nice line of new goods which makes selling easy. Write to-day for the catalogue and price list.

The Winnipeg Paint and Glass Co., Limited

EDMONTON WINNIPEG

THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The Alberta Pressed Brick Co. will erect a large plant at Calgary.

The Paris Plaster Co., Caledonia, Ont., are spending $50,000 on their works.

The Alberta Iron Rolling Mills will erect a $100,000 plant at Medicine Hat.

The Nasmith Co., Toronto, will erect a two-storey factory there, to cost $60,000.

Berlin's industries are being added to by the factory of the Dominion Shoe & Slipper Co.

The Peterborough Canoe Co. will enlarge their plant, at an estimated cost of $10,000.

Stobart & Sons have secured a permit to erect a factory at Winnipeg, to cost $45,000.

The Coalette Fuel Co., manufacturers of pressed coal, are to build a big plant at Fort William.

A new $25,000 sawmill is to be erected at Gracefield, by Campbell & Stearns, formerly of L'Orignal.

A large brewing company is soon to commence the erection of a $150,000 brewery at Sumas, B.C.

The Continetnal Oil Co. have plans representing an expenditure on a plant at East Calgary of about $5,000.

Shurley & Dietrich Co. have let the contract to Sibley & Miller for a two-storey brick warehouse at Galt.

The new plant of the Windsor Shirt Co., at Windsor, N.S., will cost $50,000. About 50 hands will be employed.

The Park & Island Railway Co., Montreal, will build an addition to their works at Youville, to cost $200,000.

The secretary of the Port Arthur, Ont., Board of Trade, states that six factories, costing over $700,000, will be put up this year there.

The Canada Carriage Co. is erecting a building at Brockville, at a cost of $10.000, for the manufacture of automobiles.

The Gilson Mfg. Co. has commenced work at Guelph on the erection of an addition, 100x60, doubling the size of its present plant.

The general contract for the erection of the extensive shops of the Montreal Street Railway Co. has been awarded to J. B. Pauze & Co.

The Dominion Explosives, Ltd., contemplate rebuilding at Sand Point (Arnprior), their works which were destroyed by fire recently.

Patrick Burns, of Calgary, is to have a large abattoir and pork packing plant erected in Regina. Plans will not be ready until the fall.

The C. N. R. have a permit to construct coach shops in the Winnipeg west yard, at $42,000. The contract has been let to the Carter-Halls-Aldinger Co.

The International Harvester Co., Chicago, have secured control of the Chatham Wagon Co., Chatham, Ont., and intend to extend the plant considerably.

The International Tool Steel Co., of Toronto, have secured the lease of a site from the Town of Cobourg, and will establish a factory there for the manufacture of tool steel.

The Hamilton Tube Co., which came from Pittsburg to Hamilton two years ago, and manufactures butt joint, welded and structural tubing, have decided to locate at Welland.

Ideal Woman's Wear Co., alterations to factory, 662 and 664 King Street W., $15,000, and the Robert Simpson Co., wagon, storage and harness shop, Dalhousie Street, $53,000, are recent factory permits granted at Toronto.

Canada Sugar Refining Co., a factory on St. Patrick Street, $18,000; Piper Light & Heat Co., an establishment on St. Remi Street, St. Henri, $18,000, and Jas. Robertson, a factory on Shannon Street, $5,500, are industrial permits granted recently at Montreal.

The Hamilton Bridge Works Co. announce the purchase of ten acres of land in the manufacturers' annex, for an open air stock yard. A ten-ton traveling crane will be built and switches from the G. T. R. and T. H. & B. run in. The plant will cost $10,000, and if the company's business warrants it, an extension of the west end plant will be built there.

Two prominent English firms will shortly locate branches in Montreal. The George Anderson Co., manufacturers of cranes and stove machinery, will build a large factory here at once, and expect to occupy it by May 1. They also expect to build shops in some western Ontario town. The second concern is the Cleveland Bridge & Engineering Co., of Darlington, England, which will locate shops in Montreal. This firm has tendered for the Quebec bridge, and in the event of securing the contract will establish large plants, at both Montreal and Quebec.

Municipal Undertakings.

A by-law will be voted on at Prince Albert to expend $12,000 for a filtration plant.

Verdun, Que., town council will extend its water dyke, at an expenditure of $200,000.

The J. L. White Co., of Sioux Falls, S.D., will instal a waterworks system at Souris, Man.

Medicine Hat proposes replacing all wood pipes by iron pipes in its waterworks and sewage systems.

Engineer Kennedy, of St. Catharines, has submitted a report for the improvement and extension of the waterworks at a cost of $52,000.

A by-law will be submitted to raise $27,000 for the construction of a sanitary sewer at Fernie, east of Crow's Nest Southern Railway.

Tenders addressed to L. N. Senecal, secretary, Montreal Board of Commissioners, will be received until September 14 for steel pipe, dredging work and concrete pier in connection with the new intake for the Montreal waterworks.

In order to provide drainage for the southern part of West Toronto, City Engineer Rust recommends the construction of a 3-foot main sewer and to provide drainage for the High Park district. Mr. Rust recommends a 5-foot sewer.

Contract A, for laying sewer and water mains, etc., at Swift Current, was awarded to Laidlaw & Macdonald, of Fort William, at $39,179. For contract B, the erection of disposal works, the successful tenderers were also Laidlaw & Macdonald at $8,299. Contracts C and E were not awarded.

Public Buildings.

A new Methodist church will be built at Haileybury.

$61,000 will be spent for new exhibition buildings at Calgary.

It is proposed to erect a jail and courthouse at Abbotsford, B.C.

The Dartmouth, N.S., school board have selected a site for the new school.

It is proposed to erect the Huron county sanitorium at Goderich.

The proposed Saskatoon hospital extensions will cost about $108,000.

The Church of England will have a building erected at Mortlach, Sask.

Wilson & Herald are the architects for the new Strathcona school to cost $15,000.

Alex. Johnston secured the contract for the Outlook, Sask., school at $17,500.

Lethbridge ratepayers passed a by-law to spend $75,000 to build another new school.

A new fire hall has been recommended by the Fire and Light Committee of Moncton.

Ramsdale & Robinson secured the contract for the new Methodist church at Saskatoon.

A new college for the O.M.I. Order of the Catholic Church is to be erected at Strathcona.

The Protestant School Board are considering the erection of a new school house at Sherbrooke.

A by-law to raise $2,500 for the erection of a fire hall at the south end of Niagara Falls was carried.

The First Baptist Church, Victoria, will erect a temporary structure pending the building of their new $50,000 church.

H. E. Gates, architect, Halifax, N.S., has prepared plans and specifications for a public school building at New Glasgow.

The contracts for the erection of the Jewish Synagogue at Kingston, have been awarded. The building will cost over $10,000.

The Montreal Catholic School Board have taken out a permit for the erection of a new school on Visitation Street, to cost $105,000.

Preliminary steps have been taken toward rebuilding the Catholic Church and convent at Nanaimo, destroyed by fire several weeks ago.

Work on Smith's Falls' new $29.000 hospital has been begun. The Board of Education has purchased a site for a new collegiate institute there.

The members of St. George's Anglican Mission, Vancouver, have determined to take in hand the building of a church on the lots they have secured.

Fraser & Hutchinson, Regina, Sask., are the architects for the four-room school, to be erected at Bladworth at an estimated cost of $8,000.

ALL
INGOT
METALS
IN STOCK

A. C. LESLIE & CO., LIMITED
MONTREAL

NICKEL
The Canadian Copper Co.

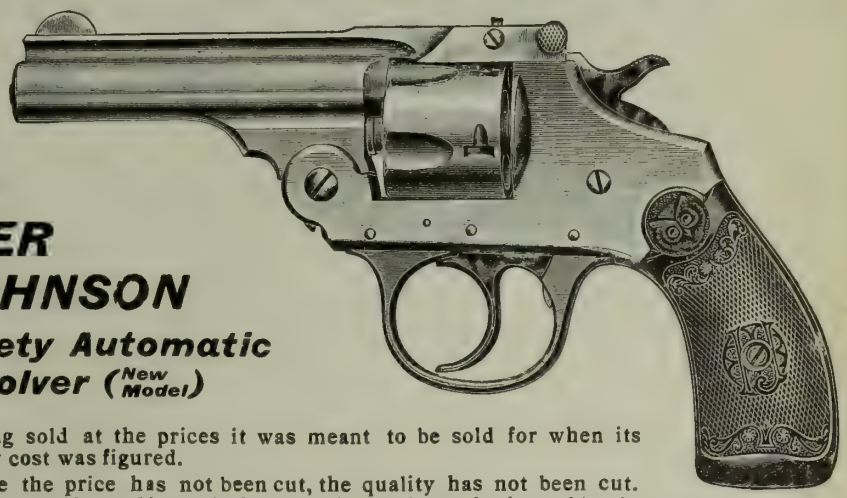
NICKEL FOR
NICKEL STEEL
The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

NOVA SCOTIA STEEL
& COAL CO., Limited,
NEW GLASGOW, N.S.
Manufacturers of
FERRONA
PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

Maintained Prices—Maintained Quality



The
IVER
JOHNSON
Safety Automatic
Revolver (New Model)

is being sold at the prices it was meant to be sold for when its factory cost was figured.

Since the price has not been cut, the quality has not been cut. The same grade steel is used, the same thoroughness in the making is observed. There has been no necessity of abandoning any of the little niceties of finish which distinguish a high grade fire-arm. The assembling and testing are done with the same scrupulous care.

It is inevitable that a factory making cut-price goods will trim corners on quality—they've got to or quit. No one can make goods at a loss very long.

Do you want to sell to your customers revolvers that have been cheapened?

IVER JOHNSON'S ARMS & CYCLE WORKS
Factory and General Sales Office, 330 River Street, Fitchburg, Mass.
New York: 99 Chambers St. Pacific Coast Representatives: Phil. B. Bekeart Co., San Francisco, Cal.

THE SECRET
OF GOOD IRON
IS IN THE
HEATING.

That is the reason
London Bars
have such a large sale among the builders, contractors, blacksmiths and iron workers.

Are you selling them, Mr. Hardwareman?

LONDON
ROLLING
MILL CO., LTD.
LONDON, CAN.

Sales Agents:
Ontario, Baines & Peckover
Toronto
Manitoba, Bissett & Loucks,
Winnipeg

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Loose Leaf Lock Catalogue.—An advance copy of the new Lock and Hardware Catalogue now being distributed by The Yale & Towne Mfg. Co., of New York and Stamford, Conn., has been received by Hardware and Metal, it being a loose leaf catalogue as is also its accompanying price book. The binding of the catalogue is green cloth with red leather back and corners and gold stamping. It contains upward of 900 pages, the bulk of the edition being on the finest coated paper with more than 4,000 new illustrations made especially for this work. A brief summary of its contents is as follows: Introductory section, customary indexes and brief interesting articles regarding padlocks, locks and latches, door checks, miscellaneous hardware arranged by schools, and cabinet and trunk locks.

A most noticeable feature of the book typographically is the omission of all rules, both vertical and horizontal. By a careful arrangement of type the important matters are emphasized as clearly as by the old method of separating them by vertical and horizontal rules. Monotype composition was used throughout, thus securing clean new type for the work.

The company's line of padlocks and locks and latches, is perhaps the most extensive made and extends to page 275. The new Yale Turret Locks, specially constructed for use on fire proof doors and employed in this company's recent contracts for the Metropolitan Tower, the Fifth Avenue building and elsewhere, are interestingly described with elaborate illustrations on pages 259 to 264. The Yale Mono-locks (which are of the so-called "unit" type of construction) are also elaborately illustrated and described on pages 265 to 275. These pages will be found of very special interest to the architect, contractor and the hardware dealer.

The extensive line of Yale door closing devices, embracing not only the well-known Blount Door Check, but a variation of this which permits the door to be held open at will (also a double-acting check and checking floor hinge) are very fully illustrated and described on pages 276 to 285. The company's line of miscellaneous hardware is alphabetically arranged and is illustrated largely by half-tone pictures produced from photographs. Ornamental hardware is grouped by schools and preceding each group is a short article explanatory of the school. While space has been economized in this section as far as possible, more than 350 pages are required to show the company's extensive line; probably the largest made by any manufacturer.



Loose Leaf Catalogue, 12½ x 11¼ x 2¾ Inches.

An important improvement in the illustrations consists in showing various types of locks and miscellaneous hardware as in use. This applies not only to such items as locks and latches (which are shown mounted on a sample board prepared like an actual door), door checks, etc., but to casement adjusters. The Yale & Towne Mfg. Co. are certainly to be congratulated on the production of a volume of the highest possible grade.

Wire Springs Machinery.—Machines for manufacturing wire springs for upholstering purposes are treated of and described in a catalogue issued by Henry Spuhl, St. Gall, Switzerland. Various machines for the different processes through which the wire is run are illustrated and described in detail. There are machines for ordinary double or single cone wire springs, and also other apparatus for setting single and double cone springs. Another machine knots the wire, and an additional one fixes metal ties on the springs. The booklet should be useful to persons interested in the wire business. Ed. Brand, wire machinery specialist, Manchester, Eng., is general agent for these machines.

HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? If an immediate reply is desired by mail stamped envelope should be forwarded. If inquiry is of a nature that the correspondent does not desire publicity, he can use initials or non de plume.

Pins and Brackets.—The Summer Co., Moncton, N.B., ask the names of makers of oak top pins and oak side brackets for telephone poles.

The Wm. Shirton Co., Dunnville, Ont., and the Canadian General Electric Co., Toronto.—Editor.

Old Rubbers.—Sam Sirder, Ripley, Ont., asks where he may dispose of a carload of old rubbers at 9c, quoted in Hardware & Metal.

The above figure is the price quoted for No. 3 old rubber in Toronto this week. The principal dealers in that city are Frankel Bros., Jas. W. Scott & Co., and M. C. Pink & Co., all of whom will pay this price if the rubber grades up to the standard.—Editor.

Mason Patent Stair Tread.—Wells & Emmerson ask the name and address of the makers of Mason's patent treads for steps.

The Safety Tread Syndicate, 15 Barbican, London, E.C., England. The Canadian agent is James Everett, 140 Beaconsfield Avenue, Toronto.—Editor.

Poultry Leg Bands.—Chalmers & Watson, Pilot Mound, Man., ask the names of firms making small aluminum identification tags for chickens' legs.

I. C. Fell & Co., 137 Church St., Toronto; Chas. A. Cyphers Incubator Co., Buffalo.—Editor.

Galvanized Wire Nails.—W. B. Clifton, Alliston, Ont., asks the names of manufacturers of galvanized wire nails.

The Steel Company of Canada, Montreal; The Graham Nail Works, Toronto; Maritime Nail Works, St. John, N.B.; Western Wire and Nail Works, London.—Editor.

Shot Cabinets.—Thompson & Sutherland, New Glasgow, N.S., ask for the names of manufacturers of self-weighing shot cabinets.

Can anyone supply this information?—Editor.

CHANGE AT WINNIPEG.

A. E. Hanna, formerly secretary-treasurer of the Dominion Wire Co., Montreal, has been appointed Winnipeg representative of the Steel Company of Canada, succeeding Mr. Cleghorn formerly representative of the Montreal Rolling Mills at Winnipeg. H. F. Moulden, formerly representative of the Brantford Screw Co.; Mr. Phillips, formerly representative of the Canada Bolt & Nut Co., and Bissett & Loucks, formerly representative of the Canada Screw Co. and the former representative of the Dominion Wire Co. These various officers will in future be combined under Mr. Hanna's management.



No. 24

READY FOR THE FALL.

The fall painting season is close at hand. Are you, Mr. Dealer, making comprehensive preparations to secure the trade that is to be obtained if it is gone after in the right way? Have you now in actual circulation letters and circulars calling the attention of probable users to the advantage not only of using paint, but of applying it during the fall? have you made any personal calls? have you placed any advertising in the local papers? If you have not done any of these things, start now without delay. If you have not the time to prepare any matter, apply to your manufacturers, they will help you out.

Do not forget this, that you must let your district know that you have the paints; that you are the best man from whom to buy them; while at the same time you must educate those who are not fully wise to the value of paint, and, furthermore, to the value of fall painting.

But one attempt at preaching the gospel of paint, and at the same time advertising your wares, is not enough. Persistent effort is required. The man who should paint, and does not, takes, in all probability, more than one canvass to convince him that he should start right away. It is repeated knocking that drives the nail of the necessity of paint home to the ignorant. Get out a good series of letters or circulars, or whatever it may be, and distribute them regularly from time to time. Persistency must bring in results.

Bring out strongly the reasons why painting should be done in the fall. With the wood drier than in the spring the paint sinks in, and thus the coating has greater holding qualities. In the fall the weather is more settled and thus the painting is done under better conditions than in the more variable weather in the spring. Painting a house in the fall protects the surface from the trying weather conditions of the winter; then, again, labor is inclined to be cheaper during the fall than in the spring, moreover, the farmer with his barns full of wheat and a good balance looming up in the bank or on its way is feeling in the best of spirits. This is certainly the time to tackle him.

But the canvassing work must be backed up with strong window display, and a well-assorted stock. It is fatal to arouse the interest of a probable consumer on the question of paint and then when he comes to the store expecting to see something displayed to find not a paint tin in sight. This is enough to

ELASTILITE

"No Varnish Like It"

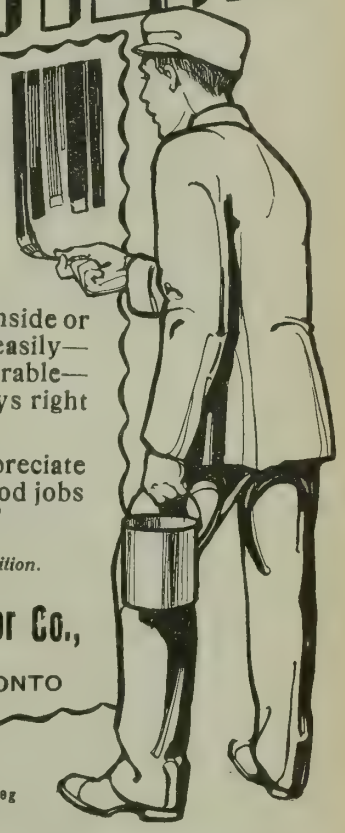
ELASTILITE certainly is **the** all-purpose Varnish—it's made for people who want a good Varnish at short notice, for any kind of work, inside or out. Flows freely—brushes easily—dries well—is extremely durable—has a beautiful finish that stays right on the job from first to last.

Specially good for Hospital, Institution and other high-class trade.

Your trade will appreciate ELASTILITE—"good for good jobs—not bad for the other kind."

Write for price list and special proposition.





Imperial Varnish and Color Co.,
LIMITED
Morse Street TORONTO

Stocks at 108 Princess Street, Winnipeg and 550 Beatty Street, Vancouver.

"M. R. M." Horse Nails



Blacksmiths to-day demand Horse Nails of reliable quality.

"M.R.M." Horse Nails meet this demand, being made from Swedish soft steel rods by the new cold process, possessing great holding and driving qualities.

Hardware dealers can make a good profit by stocking this popular brand of Horse Nails.

THE MONTREAL ROLLING MILLS CO.
MONTREAL

make him turn away from the store and put painting out of his mind altogether. Get the people to the store by advertising and then draw them in with good painting displays.

Have the stock in on time. This is very important. Do not wait until a customer comes in for, say, Moss Green, to discover that there is no Moss Green in the store. He is not going to wait until it comes in on a rush order. To disappoint a customer in this way is serious, for if he decides to take another color he never feels satisfied, and if he will have nothing but Moss Green he tries to get it elsewhere. There is nothing more important than having the paint stock well assorted, and in on time.

PAINT AND OIL MARKETS

MONTREAL.

September 2.—Prices in turpentine and linseed oil are still on the upward trend. During the week an advance occurred in turpentine of 1c and in linseed of 2c, so that raw linseed is now close to the dollar-mark. Despite these high prices the demand is good, although no one is buying very heavily. Still the stuff is wanted, and so the orders come in. Other lines are unchanged, although they are firm, in sympathy with turpentine and linseed.

Trade generally is very good. Liquid paints are now moving out for the fall trade, dealers beginning to sort up steadily. This is also taking place in staple lines, although there is a good tone all the way round.

Turpentine—The bullish tendency noted last week continues. Reports from the south say that the supplies are on the short side, and with the local demand good, naturally there is a firm tone. We quote 96c, an advance on last week of 1c.

Linseed Oil—The market continues very bullish, and prices have gone up 2c. This is only what was expected. No reaction is expected for some time to come, and it is now considered doubtful in some quarters whether the Canadian crop of seed will tend to relieve the pressure very much. The English market is very firm. The demand is steady, but for small quantities. We now quote 99c for raw, and $1.02 for boiled.

White Lead—The market is firm without any change. Buying has improved as dealers are commencing to increase stocks for the fall trade. Supplies in the hands of the grinders are in good shape. We quote, pure $5.50 to $6, according to brand, f.o.b. Montreal.

Red Lead—No changes are reported, although the market is firm. The demand is improving, and a good fall trade is anticipated. We quote: Genuine red lead in casks, $4.75; in 100-lb. kegs, $5.25; less quantities at $6.25 per 100 lbs.; No. 1 red lead, casks, $4.25; kegs, $4.75, and small quantities, $5.75.

Putty—Putty is showing improvement in demand. All assorted orders contain a fair quantity of putty. The market is firm, and we quote: 100-lb. drums, $2.45; bladders, in barrels, $2.70.

TORONTO.

Sept. 2.—The paint situation is unchanged. Trading is fair and there are no price changes. Both oil and turpentine are firm, and may possibly go higher, though there is no immediate prospect.

The Exhibition is tending to keep present sales quiet. Travelers are in off their grounds, and hardwaremen, too, are visiting the city, though doing little buying. By the end of September business in paints is expected to be brisk.

Linseed Oil.—This commodity shows no sign of weakness in Great Britain, neither does flaxseed. On the contrary flaxseed at Chicago is now held at $2.50 per bushel, and to purchase the seed at this price would make linseed oil cost $1 per bushel to produce it, making a liberal allowance for the oil cake for export or home consumption. If any special demand should spring up in the early days of the month of September it is not improbable that oil might be advanced to $1 per gallon for raw in single barrel lots. Last week's quotations hold at 97c and $1 for sinble barrels of raw and boiled linseed oil respectively. One house is still offering a cent below these figures. However, there is a tendency towards more even prices.

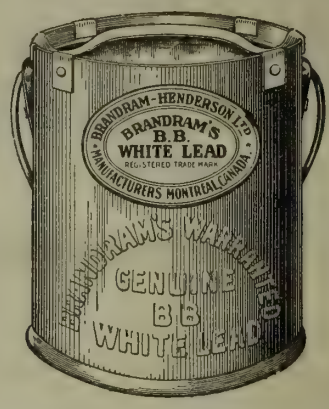
Turpentine.—The highest point for the season was reached at Jacksonville and Savannah on Friday of last week, when the American Naval Stores and the Standard Oil cleaned up the market. At the price there to-day, with freight added for jobbers to get a reasonable margin, jobbers think single barrels of turpentine ought to be advanced 2 cents per gallon. The supply of turpentine now in the hands of the jobbing trade is light. Prices hold firm and unchanged from last week at 96c for single barrels. Some houses have advanced a cent above this.

For rosin, a letter just to hand from Savannah, from one of the large dealers there says that they reiterate their statement that any kind of rosin bought at the present level of prices will appear cheap after a month or two. They say there is no reason in the world why there should be a break in prices, while they could pile up argument upon argument in favor of a strong and decided advance.

White Lead.—Trading is yet quietly steady, though inquiry shows that there will be a fair, though short, buying season this fall. Quotations are unchanged. Pure runs up from $5.65, with No. 1 from $5.25 to $5.65. Red lead sales are quiet. Casks of genuine are still at $4.75.

Glass and Putty.—These two commodities are fairly active and increasing in sales. All prices hold pretty firm. Bulk putty in casks is at $2.20, and bladders in barrels are at $2.70.

Petroleum.—Coal oil lines are decidedly busy. The market is steady and prices are firm. Prime white is 13c; water white, 15c, and Pratt's Astral, 17½c.



For Generations the Best

white lead has been recognized by painters of experience, who have tried all the leading brands, to be

BRANDRAM'S B.B. GENUINE WHITE LEAD

This famous product is corroded and ground by us. No other house in Canada does both corroding and grinding, and no other lead is corroded and ground like this.

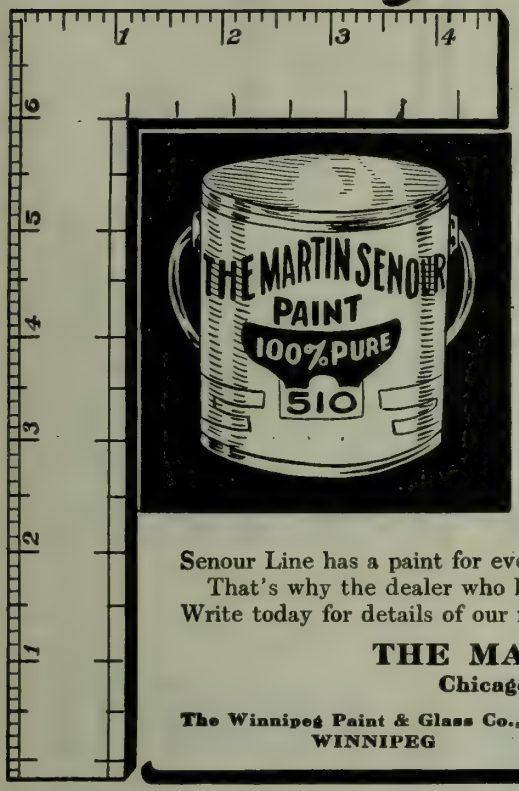
The Brandram modification of the old Dutch process is followed by no less than five separate grindings. The entire method insures absolute whiteness, fineness, body, covering capacity and durability in excess of any other brand.

There are those who will go far out of their way to get B. B. Genuine, and if you are looking for present and future trade, you will naturally find it well to keep it always on hand.

Brandram-Henderson Limited

Montreal Halifax
St. John Toronto
Winnipeg

Strictly on the Square



It's the "square deal" that counts in building business and holding trade.

It's the square deal in full weight, honest measure and genuine quality that makes the pleased purchaser.

It's the square deal by the manufacturer in backing up dealers by maintaining advertised standards of purity and excellence that guarantees profit to the trade.

Martin-Senour Paint

100 Per Cent Pure

has never yet failed to give a square deal to purveyor, purchaser or painter, and there never was a time when the dealer could not sell it with an absolute certainty that his customer would be pleased.

The **Martin-Senour Line** is a safe proposition for any dealer.

For farm, factory, school, store or home, for the more delicate decorative uses or the most exposed, weather-worn places. The Martin-Senour Line has a paint for every purpose and one that will give satisfaction and stay put.

That's why the dealer who handles our line has an unlimited field and a constantly increasing market. Write today for details of our money-making plan.

THE MARTIN-SENOUR COMPANY, Limited

Chicago — **Pioneers Pure Paint** — **Montreal**

The Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

The Maritime Paint & Varnish Co., Ltd.
HALIFAX, N. S.

SANI-FLAT

Are you handling "SANI-FLAT," the durable Oil Paint, that produces a dead flat finish, smooth and soft as velvet? Covers perfectly, is easy to apply, is sanitary and unfading, very durable and economical.

Made in white and 12 colors. A line that will prove a very popular one in your paint department. Send for color card and prices.

BENJAMIN MOORE & COMPANY

LIMITED

West Toronto

New York — **Chicago** — **Cleveland**

ADVERTISING AND SALES.

Rightly considered, the advertising department is a most important adjunct of the sales force, says the Paint, Oil and Drug Review. It should go hand in hand with the selling end of the business. Direct results are often traceable to a well-worded "ad," but more frequently the results come through the medium of the salesmen and the advertising conjointly. The two working together can accomplish much more than either working alone.

Says an expert: "The most successful 'specialty' advertising campaigns that I have known were planned with reference to the sales organization, being a component part of the sales policy. Advertising in territories where you have no selling organization and do not expect to have any, is largely a waste, from the standpoint of the concern selling a 'specialty,' which requires much education and persuasion.

"This is where many concerns just 'taking a flyer' in advertising make



G. K. MACBETH, Toronto,

The New Reespentatierv of Brandram-Henderson, in Southwestern Ontario.

their fatal mistake. They try to make just as big a 'splash' as the larger and older house, try to advertise a little in all the magazines and newspapers that circulate all over the country and send their advertising matter everywhere without regard to their distributing facilities. Eventually they 'get cold feet' or go broke trying to swell up within a frog's skin to the dimensions of an ox."

It is quite as true that the advertiser must have something to offer and the machinery of distribution as that he must have a good advertising medium in order to be successful. Many a failure in advertising has been made by a manufacturer who has thought to create a demand by magazine publicity without putting his goods into the hands of retailers and thus giving the public a chance to buy them. If he had linked his advertising closely to his sales force, using the one to assist the other, he would have been in position to sell the goods for which his "ads" created a demand. Far better would it have been for him to use liberal space in the trade papers to first introduce his wares to the jobber and retailer and through them appeal to the purchasing public. In that way he would have laid a foundation for big sales at retail when his cumulative advertising began to pull.

Says this same expert above quoted: "If I were advertising a product represented by a small selling force thinly scattered all over the country, I would pick out the one section where the organization was strongest and concentrate for awhile on helping the salesmen in that particular section, with the aim of producing some tangible results before taking up another section. If the salesmen, for their own good, wouldn't co-operate with this plan and the house couldn't make them co-operate, I'd look for another job.

"The difficulty is to get the kind of advertising that will be a direct help to the salesman and then get the salesman to back up the advertisement. Advertising can never produce to the extent of its highest potential without the final presence of a skilful salesman to clinch the customer's interest. This is where so many advertising men 'get in wrong.' They assume that advertising is something independent of the selling organization, whereas the truth is that the salesman might 'get along' after a fashion without advertising, while, in the 'specialty' field with which I am best acquainted, the advertising gets along very badly indeed without the aid of the salesman, and the salesman gets along equally badly without the aid of the advertising."

ADULTERATED LINSEED OIL.

The dealer who sells adulterated linseed oil is working a great hardship against every interest, because it is invariably used in paint which is manufactured under the most careful formulas and which conforms in every way to the pure paint laws of various states, and when this cheap adulterated oil is mixed in with pure goods, it is impossible to tell how damaging the results are going to be to the paint, how unsatisfactory the job is going to prove or how hard the customer is going to complain of a poor job of painting. Beyond this, after a few months the consumer forgets about the adulterated oil and complains to the dealer about the poor wearing qualities of paint he sold, and can't see anything but a poor paint and no reclamation.

Here is the unsatisfied customer complaining to the dealer who is materially affected and who will probably never use the given brand again. All because of the desire on the part of the dealer to sell an adulterated article, apparently for the sole purpose of additional gain.

While these conditions will probably always exist, yet they can be reduced to the minimum by dealers maintaining high principles and setting their standard above such a level.—Paint, Oil and Drug Reporter.



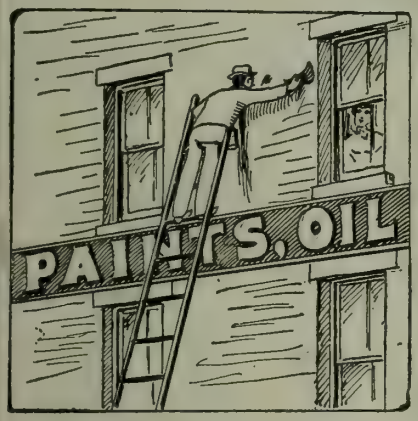
Here lips to loving lips cling fast
But none of their delight will stay:
I dream of **PAINTS** that will last
. . . . . alway!

"THEY GO TOGETHER:"

The VARNISHES and PAINTS of THE CANADA PAINT COMPANY

LIMITED
MONTREAL
TORONTO
WINNIPEG

FOR LATE PAINTING



Every year the Fall painting assumes greater proportions. A few years ago the dealer put his paints away after the spring painting season closed. To-day he makes as great a display in the Fall as he did in the Spring.

WHY ?

Because many are finding out that the early Fall provides sometimes the very best time for painting. Many housewives have a Fall house cleaning before settling down for the Winter.

Agents for

RAMSAY'S PAINTS

Put out your color cards. If you are out of them send to us for more. Make a Fall campaign. Put forward your Stains, Varnishes, Finishes, Enamels, and you will be surprised at what the late painting will bring you.

A. RAMSAY & SON CO.
Established 1842
The Paint Makers
MONTREAL

There's no Experiment Selling "New Era" House Paint

It is so well advertised, known and used that dealers who do not handle it soon realize they are neglecting their own interest as well as that of their customers.

NEW ERA PAINT will hold its color better, last much longer, give a better finish, cover more surface and withstand the weather better than many higher priced brands. New Era is perfectly pure and is sold at a moderate price.

Write for New Catalogue and Trade Discounts.

Standard Paint & Varnish Works Co.

WINDSOR, ONT. LIMITED

STAR HACK SAW BLADES

Apparently no one questions the superiority of Star Hack Saw Blades and at our present figures there is absolutely no room to question the price.

They are equally good in hand frames or power machines. When used in a machine the feed should be adjusted to suit the stock being cut. The softer the stock the lighter the feed. Such treatment will prevent clogging of the teeth. Open your eyes wide and look at this list of prices:

6	7	8	9	10	11	12	Inch
30	32	34	38	42	46	52	cents per dozen.

Notwithstanding the great reduction in prices, the quality of Star Blades has been improved.

MILLERS FALLS COMPANY 23 WARREN STREET NEW YORK, N.Y.



"PARAGON" FIRE EXTINGUISHER

(Accepted by the Government Inspectors.)

Price, — — $12.00

LUDGER GRAVEL

Agent

26 Jacques-Cartier Square, :: :: Montreal

IN 18 SHADES

TRADE KLEARTONE MARK.

STAINS

OIL - SPIRIT - ACID

have been brought to a high degree of perfection, developing and enhancing the beauty of the wood over which they are applied.

They are uniform in shade and easily applied. Will not affect the drying of succeeding varnish coats.

Are you stocking this profitable line? Write for literature and prices.

INTERNATIONAL VARNISH CO. LIMITED

(Canadian Factory of Standard Varnish Works)

TORONTO

New York **Chicago** **London** **Berlin** **Brussels**

N.B.—ALL GOODS ARE SOLD IN IMPERIAL MEASURE PACKAGES. 2379

THE

Dougall Varnish Co.

LIMITED

Montreal : : Canada

VARNISHES

OF FINEST QUALITY

FOR

RAILWAYS PIANOS CARRIAGES
BUILDINGS FURNITURE WAGGONS

ALSO

LINGERWETT

Varnish and Paint

REMOVER

Associated with Murphy Varnish Co., U.S.A.

Turn Your Losses Into Profits



Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog 15. Write to-day

S. F. Bowser & Co., Limited

66-68 Fraser Ave. - TORONTO

If you have an old Bowser and Want a new one, write for our liberal exchange offer.

GLIDDEN'S

GREEN LABEL

Do you realize that we spend more money each year in publicity advertising on **Green Label Varnishes** and **Jap-a-Lac** than is spent by all of the varnish manufacturers in the United States and Canada for this kind of work?

Think what this means, and the enormous business we must produce to be able to make this statement. When we tell you that 50,000 dealers and 400 jobbers handle our goods (exclusive of foreign business), it will give you some idea how we can afford to spend this enormous sum each year in advertising.

We feel that every dealer in the country ought to buy **Glidden's Green Label Varnishes** and **Jap-a-Lac.** Why? Because the demand is being created by us with our money, and he can reap the benefit if he wishes.

Our advertising is educating the public to use varnish. Thousands are told of the uses to which it may be put. People are using **Jap-a-Lac** and varnish who never knew such useful and necessary things existed before we advertised them.

We have sent millions of people into the stores to ask for **Jap-a-Lac** since we started to advertise ten years ago. This is business we have created for you, as well as for ourselves. All we ask in return is your co-operation.

The combination **Glidden's Green Label Varnish** and **Jap-a-Lac** proposition shows more net profit than any other varnish or colored varnish proposition on the market.

An advertising campaign, as extensive as ours, on articles showing more profit to you than unadvertised lines, is worth your serious consideration. Think it over.

We have never talked quality, because the good dealer knows the quality is there; to all who doubt this, let them put our goods on a board against what they believe to be better, and weather test it for two months—that will settle all talk to the contrary.

Don't forget:—

FIRST.—We spend more money in publicity advertising than all the other varnish manufacturers in the world.

SECOND.—We can show you a greater net profit on our goods than on anything else you can handle in the varnish line.

THIRD.—No manufacturer is putting better quality into a can of varnish than we are.

FOURTH.—We can PROVE every statement we make. Will you LET us?

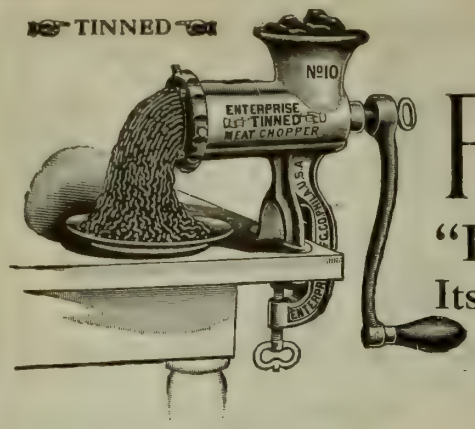
THE

GLIDDEN VARNISH CO.

Toronto, Ont.

VARNISHES

FOR ALL PURPOSES



"ENTERPRISE"

FOR making sausage there is *nothing* equal to the "Enterprise" Meat and Food Chopper. Its four blade steel knife revolving against a sharpened perforated steel plate cuts exactly like a pair of shears. It *cuts* (don't tear) more meat in less time and is much better than any chopper made.

You know the quality—so do the majority of your customers. Made in 45 sizes and styles for hand, steam and electric power.

"Enterprise"

Sausage Stuffers and Lard Presses

The patented corrugated spout prevents air entering casing—assuring preservation of the sausage. *Now* is the time to feature these goods.



The Enterprise Mfg. Co. of Pa.
PATENTED HARDWARE SPECIALTIES
Philadelphia, Pa., U. S. A.

21 Murray Street, New York — 544 Van Ness Avenue, San Francisco



A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.



Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works:
102 St. Remi St., Montreal, Canada

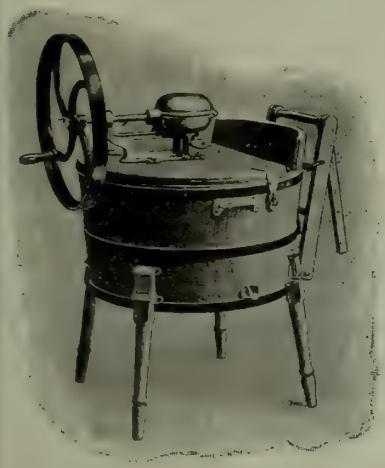
And at
95 Queen Victoria St., London, E.C

Simplicity of Gearing

is a leading feature of the

"Winner" Rotary Washer

which is not at all liable to get out of order.



The main shaft runs on roller-bearings, which carry all the weight and make the machine very easy-running. The inside is widely corrugated, and the whole machine is strongly built and attractively finished.

A strong-selling line you can handle profitably.

Write for Catalogue and Prices.

J. H. Connor & Son, Limited
OTTAWA, CAN.

Why Buy the "Near Quality" when the Best is Procurable?

THE L. MARTIN CO.'S
Old Standard, Eagle, Pyramid and Globe

GERMANTOWN
LAMPBLACK
IS THE BEST
AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.
Manufacturers of the
Highest Standard Lampblacks
for all purposes
ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

Don't Experiment

with unknown brands of Safety Razors.

Our

Forged Blade "Pioneer"

is the only Safety Razor made of doubly refined Sheffield Steel, and has held its place in the front rank for over 30 years by sheer merit. It will last for years and will cost your customers next to nothing for repairs. The result is that you earn your customers' goodwill, and get a reputation for handling only high-class goods.

Write for Catalogue and Prices

KAMPFE BROS., 8-12 READE STREET NEW YORK

Canadian Representative: A. Roy MacDougall
42 Adelaide St. W., Toronto

HAVE A PLAN. The man who is satisfied with what comes to him unsolicited answers few knocks at the door. The stay-at-home misses daily opportunities that pass at the next corner. Get away from the desk—get out of the chair-tilting class. Opportunities are in perpetual motion. Get after them. Lay out a plan, a campaign for new business—then go after it. Exhaust every source, swing every prospect into line. Don't be satisfied with the business that you have—get more.—System.

Paint and Varnish Removers.

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	Name of Brand.
The Sherwin-Williams Co., Montreal, Canada.	**"Taxite"**
International Varnish Co, Ltd., Toronto, Canada	**"Klensa"**
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada	**"Expedite"**
British American Paint Co., Victoria, B.C.	**"Bapco"**
Mount Royal Color and Varnish Co., Montreal, Canada	**"Scrape-off"**
James Robertson Co., Ltd., Toronto, Canada	**"Robertson's Paint and Varnish Remover"**
Sanderson Pearcy Co, Ltd., Toronto, Canada	**"Devolite"**
Stewart & Wood, Toronto, Canada	**"Solvo"**
Martin-Senour Company, Ltd., Montreal, Canada	**"Martin-Senour Paint and Varnish Remover"**

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y.

HARDWARE MEN

THE COPPER



COATED CAKE

It pays to sell Babbitt Metal manufactured by The Canada Metal Co. Every one knows our goods.

Be advised and make your next order read

Harris Heavy Pressure Bearing Metal

Sole manufacturers

The Canada Metal Co. Ltd., Toronto

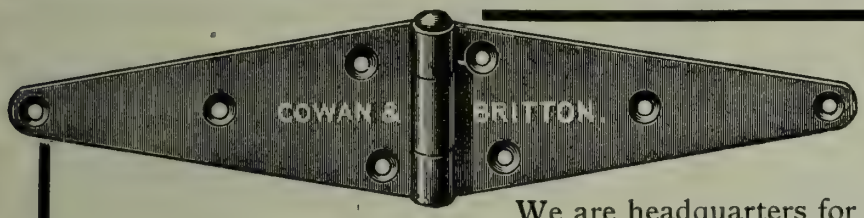
Brantine Architectural Finishes give the Architect, the Householder and the Varnisher satisfaction. The Hardware Dealer can make a handsome profit when selling them.

SCARFE & COMPANY

Head Office and Factory: BRANTFORD, ONT.

MONTREAL, QUE.—472 DELORIMIER AVE.
Phone Bell East, 442

WINNIPEG, MAN.—78 LOMBARD STREET
Phone Main, 9944



First Quality Hardware at the price of Inferior Goods

We are headquarters for the finest quality of Builders' Hardware, and we are showing a unique range of Hinges, Hasps, Staples, etc. Our forty years' reputation for quality is back of every article we manufacture, and you will be wise to specify COWAN & BRITTON BRAND when next ordering.

If your Jobber can't supply you, we will. Write for catalog and prices.

Cowan & Britton, - - - - - - Gananoque, Ont.

PILKINGTON BROTHERS, LIMITED

St. Helens, Lancashire, England

MANUFACTURERS OF ALL KINDS OF

BRITISH WINDOW GLASS

Polished Plate Glass
Plain and Bevelled Mirrors
Picture and Car Glass
Prismatic Glass
Cast Ribbed and Polished Wire Glass

BRITISH SHEET GLASS
P.B.
TRADE MARK.

Cast and Ribbed Rolled Glass
Leaded Lights
Wire Screens
Plain and Figured Cathedral Glass
Obscured and Enamelled Glass

Large stocks always on hand at our Canadian Depots. Quick delivery of import orders a special feature of our business. Prices and quotations on application.

CANADIAN OFFICES AND DEPOTS:

Montreal — Busby Lane
Toronto — Mercer Street
Winnipeg — Market Street
Vancouver — Columbia Ave.

British America Assurance Company

A.D. 1833

FIRE & MARINE

Head Office, Toronto

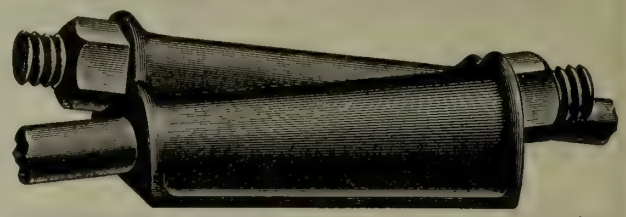
BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W Cox, Geo. A. Morrow,
D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,833,820.96

TANK LUGS



FOR ROUND RODS ON WATER TANKS, SILOS, ETC.

MALLEABLE IRON All sizes—⅜ inch to 1½ inch ready for immediate shipment

Also over-flow connections for wood tanks

OTTERVILLE MANUFACTURING CO.

OTTERVILLE, ONT. *Limited*

IT'S THE QUALITY *of* OUR BELTING

that we SELL, and it helps to sell it again.

How many times are you asked for some of the best belting? You should profit by handling a nice *assortment* of our various grades of belting. It's so easy to say the best, etc. It's easy to say it will last and that *we tan* the *belts* and select them from the best part of the *best hides*. We can prove it. *Let us do it for you.* There's money in *Belting, too.*

Anything in Leather Belting or Lace Leather.

To-day is the day to let us hear from you.

J. L. GOODHUE & CO., Limited

Danville, :: :: Que.

The most generously handled belting factory in Canada

Cap Screws, Set Screws, Studs

Special Milled Work

Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY

LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*

Notice to Subscribers

Subscribers will confer a favor on us by notifying us in case they are not receiving their paper regularly, or if they find they have missed one or more issues. We send out thousands of copies each month, and it is only natural to suppose that a few copies will go astray in the mails, even though every precaution is taken by us to avoid this.

We should also be notified at once of any change in address, giving both old and new addresses.



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

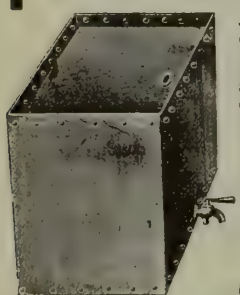
FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

Don't Risk Explosions

by selling badly constructed oil or gasoline tanks. If you sell our make you will be selling an article that is guaranteed to be flawless in material and workmanship, as our facilities for manufacturing all kinds of steel tanks are quite unexcelled.

GET OUR PRICES on any Galvanized or Black Steel Work that is too heavy for your own tinshop. Our stock lines include



Steel Tanks, Barn, Bath Room, Oil and Gasoline, Milk, Cooking, Threshing, Street Sprinklers, Whey Tanks, ***Troughs***, Water Troughs, Hog Troughs, Stable Troughs, Food Cookers, Spray Cookers, Maple Evaporators, Stanchions, Water Bowls, Stable Fittings, Coal Chutes, Smoke Stacks, Steel Cheese Vats.

Also the well-known Rowe Sanitary Lavatory and Parkyte Sanitary Chemical Closets

THE STEEL TROUGH AND MACHINE CO., Limited

TWEED, ONTARIO

JOSEPH RODGERS & SONS,

SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

CUTLERY.

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADEMARK

GRANTED 1682

Sole Agents for Canada

James Hutton Company

Montreal

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT



SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

CASH or PARCEL CARRIERS

SAVE TIME & MONEY



OUR GUARANTEE

We will install a System of Gipe Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any other WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS, we will remove them at our expense.



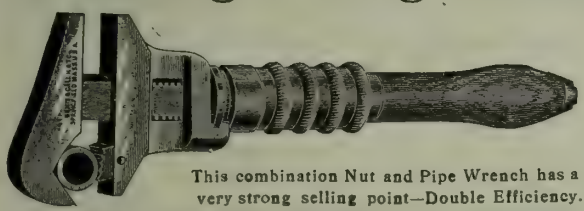
CATALOG FREE

THE GIPE CARRIER COMPANY

99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 116 HOLBORN, LONDON E.C. ENG.

A Strong Selling Point

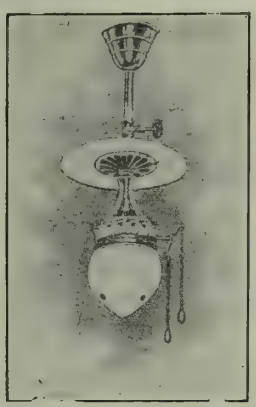


This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.



A PULL TURNS ON THE LIGHT

Better than electricity or city gas, cheaper than coal oil or candles. Steady, white, brilliant; ¼ cent per hour for 500 candle power.
Lighted or extinguished by a pull of chain and regulated to any desired candle power in the same way.
Absolutely Safe, permitted by all insurance companies. **More Light Means More Business.**
Delivered ready for any one to install.
Write now for circular and special price to merchant direct.
For stores, homes, churches, hotels, etc. First class agents wanted.

MACLAREN & CO.

Gasoline Lighting Systems

MERRICKVILLE, ONT.

Neptune Unrivalled Patent Steel Wire

is the Strongest, Most Elastic and Most Economical Wire on the market. The 12½g. and 14g. will save you over 60 per cent. as against No. 8 and 10 gauges ordinary wire. Does not sag in summer nor snap in winter.

	Breaking Strain	Length per 100 lbs.
NEPTUNE UNRIVALLED," 12½g	1140 lbs.	1277 yds.
Ordinary Galvanized Wire, 8g	1125 lbs.	471 yds.
NEPTUNE UNRIVALLED," 14g	730 lbs.	2000 yds.
Ordinary Galvanized Wire 10g,	720 lbs.	729 yds.

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft Carlswerk, M.E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

ENGLISH GLUES

Over fifty years' experience in the manufacture of

Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc., on application.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 **Appley Bridge, Wigan, Lancs., England**



A Splendid Line for Fall Trade

Your customers can save dollars on repairs to stoves and furnaces by using

STERNE'S STOVE PUTTY

Odorless, never cracks, makes light joints, bakes hard, never crumbles.

Stock and recommend our

ASBESTOS FURNACE CEMENT

It bakes hard as iron, is strictly fireproof and a perfect non-conductor.

Send postal for samples and prices.

G. F. STERNE & SON, - Brantford, Ont.

RIVETS

IRON—COPPER—BRASS

Tinned, Coppered or Plated Finishes



Every Shipment Guaranteed. Prompt Delivery

Get our quotations before buying

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

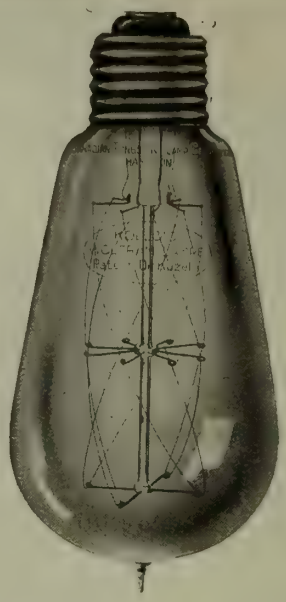
We also do JOB PLATING

"Kolloid-Wolfram"

(Registered Trade-Mark)

Brighter the Store

Better the Business



Tungsten Lamps

Better the Lamp

Brighter the Store

Use Kolloid-Wolfram Lamps. Increase Your Business and Reduce Your Expenses.

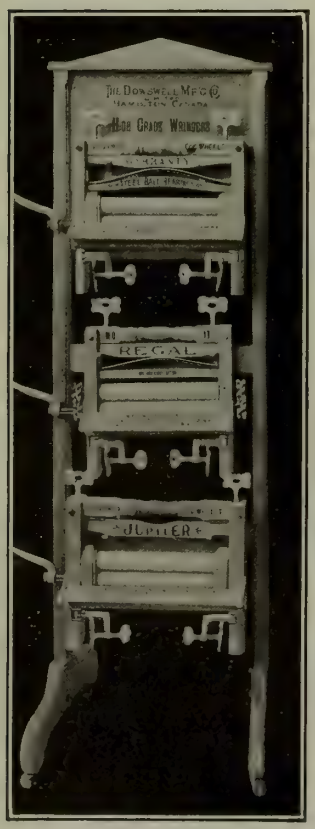
For Sale Everywhere. But Beware of Imitations.

Manufactured in HAMILTON, ONT., by

The Canadian Tungsten Lamp Co., Ltd.---Lighting Experts

ARROW BRAND

Clothes Wringers



Front View

Displayed on this Stand
make

Quick Sales

and

Satisfied Customers

It s a

Silent Salesman

that draws no Salary and never grows tired Showing Goods.

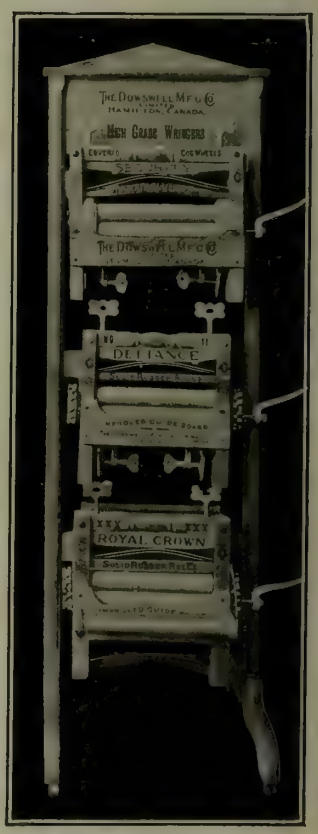
Write us for particulars.

Cummer - Dowswell, Ltd.

Hamilton, : : : Ontario

Eastern Agents:
W. L. Haldimand & Son,
Montreal

Western Agents:
H. F. Moulden,
Winnipeg



Back View

OIL HEATERS



For the fall season, before the severe cold weather sets in, there is nothing more convenient than an Oil Heater. This can be moved from room to room, and quickly takes off the chill. We supply them in many different styles and prices.



Each heater is crated individually. A full stock always on hand; quick shipments guaranteed.

Wicks for all styles.

E. T. Wright & Co.

(H. G. Wright)

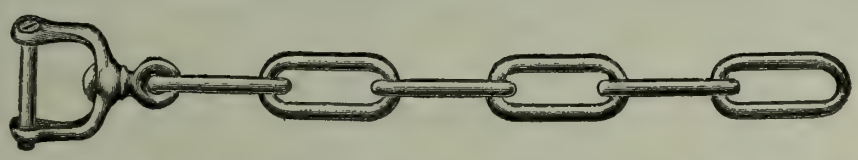
HAMILTON, - CAN.

Winnipeg Distributing Agents: Merrick-Anderson Co., Winnipeg.



NEW
CAPACITY 6 QTS.
Alum. Steel Tank

Electric Welded



Highest Quality

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

Coil Chain	*Logging Chain*	*Heel Chain*	*Loading Chain*	*German Coil*	*Halter Chain*	*Tie Outs*	*Cow Ties*

McKINNON CHAIN COMPANY

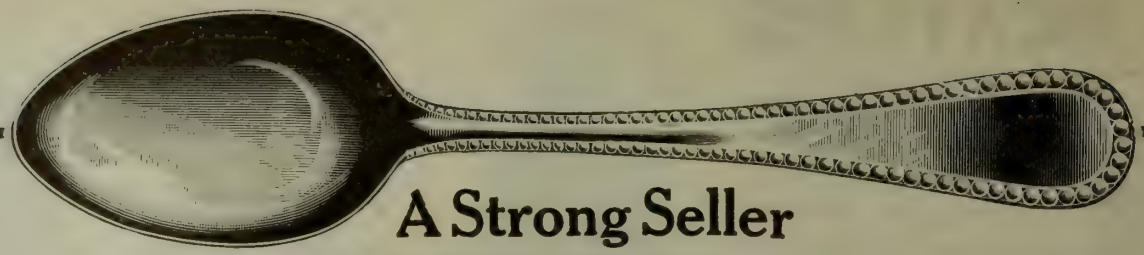
BUFFALO, N.Y. ***ST. CATHARINES, ONT.***



H. BOKER & CO.'S "DIAMOND"

In appearance and cutting quality exactly as the "King Cutter." Made expressly for Gentlemen who shave themselves. The "King Cutter" is made chiefly for Barbers.

The "Diamond" may be had from the Wholesale Hardware Trade for $7.90 per dozen.



A Strong Seller

and a line that comes within the reach of all is our

NICKEL SILVER TEASPOON—BEADED

They are of undoubted value, and are made from a special metal guaranteed to wear white throughout

The McGlashan, Clarke Co., Ltd., Niagara Falls, Canada

AGENTS—J. MacKay Rose, 88 McGill Street, Montreal, Que., N. F. Gundy, 61 Albert Street, Toronto, Ont., David Philip, 291 Portage Avenue, Winnipeg, Man.

Building Papers
FOR ALL PURPOSES

We can give you the best possible value in

Tarred Felt
Roofing Papers
3-Ply Ready Roofing
Coal Tar and Roofing Pitch
P. & B. Cold Storage
Insulating Papers

WRITE US FOR QUOTATIONS ON THESE GOODS

We want you on our list of customers, if you are not already there.

LOCKERBY & McCOMB, Ltd., 65 Shannon St., Montreal



Maxwell's Latest is the "Champion High Speed Washer." This machine differs from the famous "Puritan" only in the driving mechanism. The

Champion High-Speed Washer

is run, as the illustration shows, by a lever. This lever also starts the balance wheel, which revolves four times for every stroke. The great momentum of this balance wheel helps to turn the dolly block and makes the "Champion" run very smoothly and easily.

It is sure to be a splendid seller.

David Maxwell & Sons : : St. Mary's, Ont.



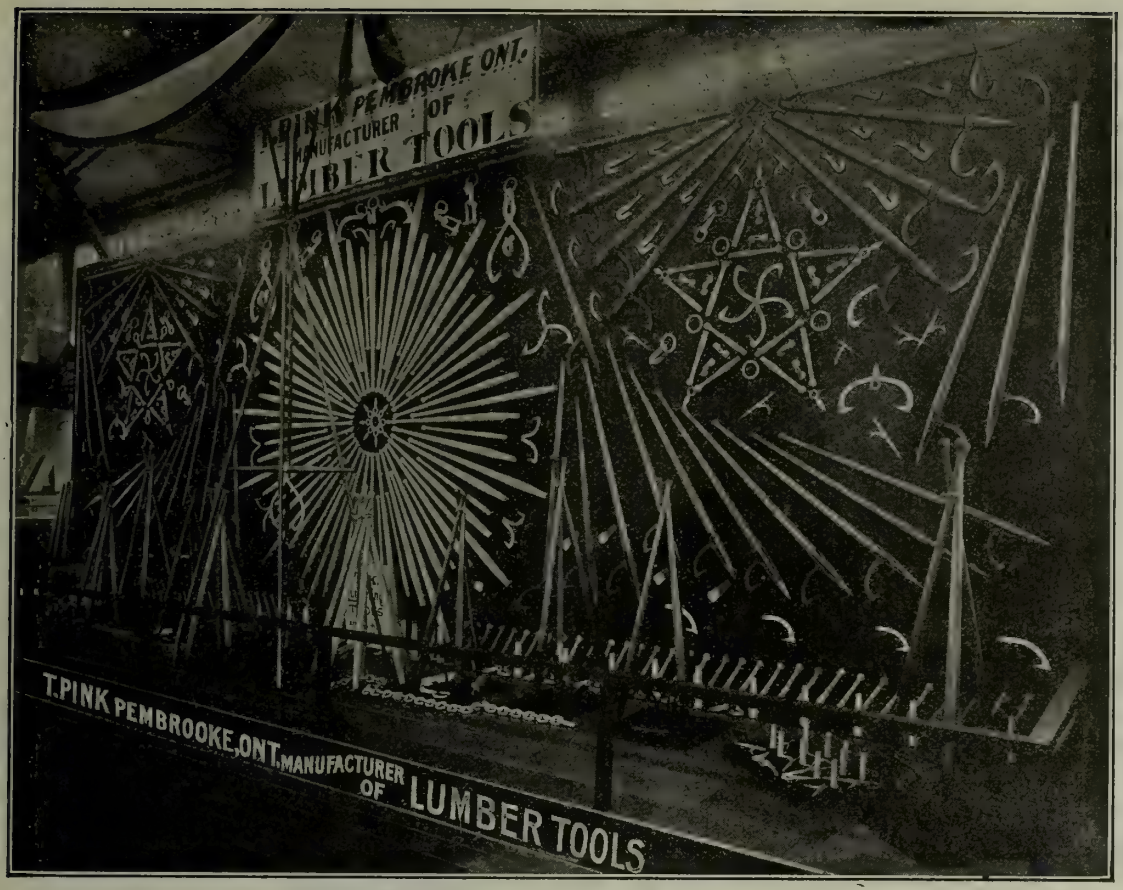
This Business is Very Profitable—

this business of selling the McFarlane & Douglas line of metal ceilings and walls. Our designs—as you can see by looking into our catalog—are unusually varied and beautiful. And don't forget that

Metal Ceilings and Walls

appeal to people on many grounds. They are fireproof; can be cleaned with a damp cloth; will never fall down—as plaster ceilings so frequently do; and they certainly are much more beautiful and durable than any other kind. Write us to-day for illustrated catalog and price lists.

McFARLANE & DOUGLAS, Ltd., Ottawa, Canada



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

LONG LIFE METALS

YOU CAN MAKE MONEY BY HANDLING OUR DIFFERENT GRADES OF

BABBITT METALS

We co-operate with the dealer, and send out advertising matter in our mutual interest. Write for prices and be convinced. We also manufacture all grades of tinners' and plumbers' solders.

The James Robertson Company, Limited, Montreal Toronto St. John Winnipeg

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

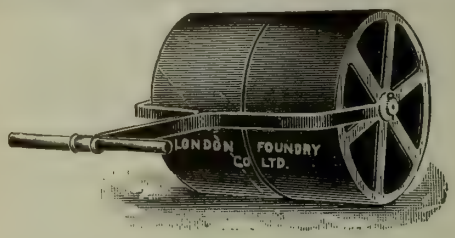
Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

HAND ROLLERS

Just the Thing for Rolling Lawns



Two Section Hand Roller

Made entirely of cast iron and steel, with 2-inch axle on which revolve two cast iron drums, each 12-inch tread and 22-inch diameter.

One Piece Hand Roller

18-inch tread and 26-inch diameter.

Water Ballast Hand Roller

36-inch tread and 30-inch diameter.

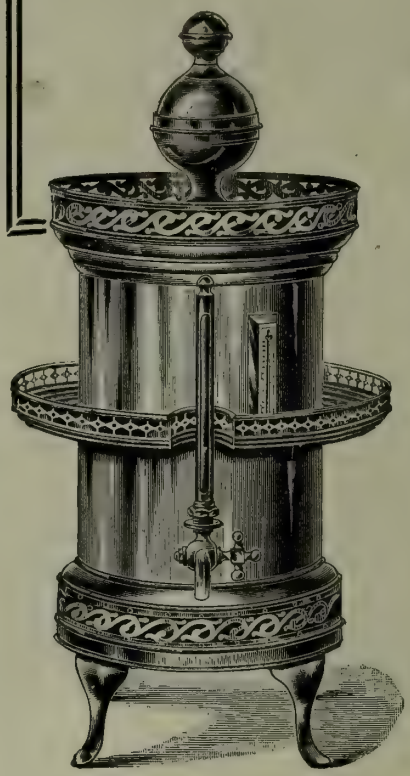
Write for Catalogue and Prices

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

Get Busy

after the Hotel, Restaurant and Boarding House Proprietors of your district and fill their requirements in

HOT WATER, BAR and TEA or COFFEE URNS.



We manufacture an excellent line of these goods, nickel-plated on copper, with tumbler warmer, globe funnel thermometer and glass gauge cock.

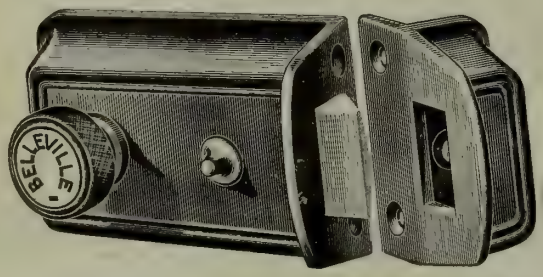
Write for Illustrated Catalogue.

The BUFFALO MFG. CO.
Buffalo, N.Y.

Canadian Representatives:
H.F. McIntosh & Co.
28 Toronto Street
Toronto.







ASK YOUR JOBBER FOR

The Belleville No. 99 Cylinder Night Latch

The Best and Cheapest

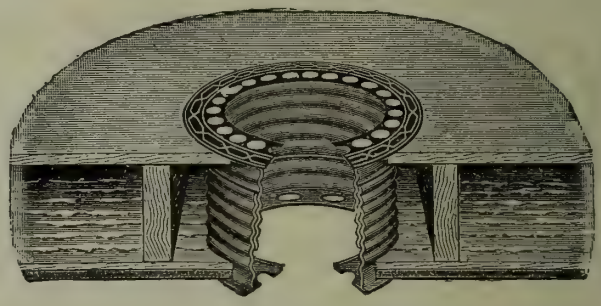
Builders' Hardware of all kinds

Second to None.

Write for our 1910 Catalogue, No. 3

The Belleville Hardware & Lock Mfg. Co., Limited
BELLEVILLE : ONTARIO

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

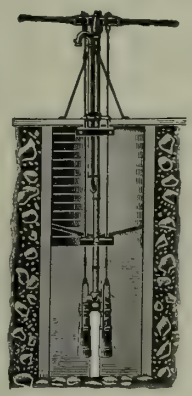
Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

WHAT WE CLAIM FOR

The AYLMER

DOUBLE CYLINDER
DOUBLE ACTING **FORCE PUMP**



This is the only Pump manufactured that has no leather suckers and requires no packing or packed joints of any kind.

Easy Working.

Always Primed.

Never Freezes.

In case of fire this pump has no equal.

THIS CUT represents our Pump as shown in the well. This with three-way cock and side pipe for conveying water to barn or wherever needed, will force the water any distance, and to any elevation required with ease.

Manufactured only by

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives:

ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

THERE'S NO DANGER

IN OPERATING A

"Monitor" Acetylene Gas Generator

(Canadian Patent No. 118217)

You can recommend it with confidence—it is the ideal lighting plant. Some of the leading features are: perfect action, uniform gas pressure, simplicity, easy and safe to recharge. Saves time, money and eyesight. Fire Insurance Underwriters approve of it—proof positive of its safety.



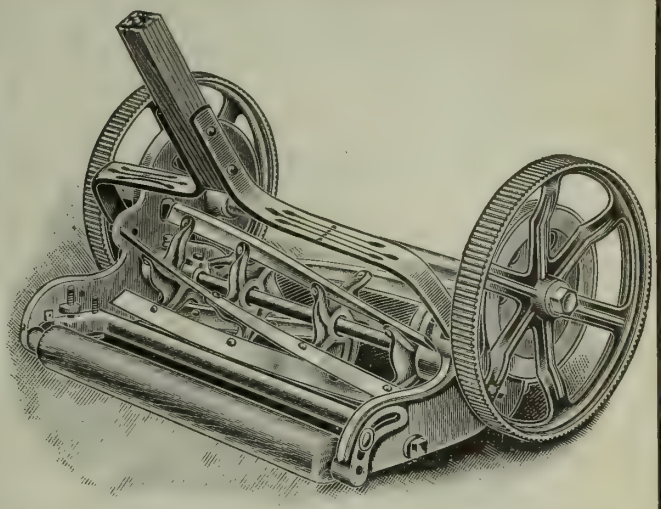
Get after likely customers in your district. This will prove a profitable proposition for you. Investigate!

Write for our catalogue.

The Monitor Manufacturing Co.

Department "E"

FREDERICTON, N.B.



"W & B"
Lawn Mowers

Built of selected material throughout and unequalled for strength, durability and light draft.

Elegantly finished in attractive colors that make the machines the most ready sellers ever put on a dealer's floor.

A complete line of mowers, including strictly high grade, medium and low-priced machines.

We are booking orders now for 1911 delivery and solicit your order, or an opportunity to name you prices.

TRADE MARKS W&B

The

Whitman & Barnes Mfg. Co.

St. Catharines, Ontario

YOU CAN MAKE MONEY by SAVING MONEY for your customers!

SELL them only what is reliable and what YOU KNOW will give the BEST results for the MONEY.
Our reputation is behind all these BRANDS

BLACK DIAMOND Tarred Felt *JOLIETTE and CYCLONE Sheathing.*

We also sell wrapping papers of all descriptions

ALEX. McARTHUR & CO., Limited

82 McGill Street **MONTREAL**

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial,genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing, iron pipe size, 1 inch base..	0 23
Copper tubing, 4 cents extra.	

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 9, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER	Per 100 lb.	
Casting ingot	13 50	13 50
Cut lengths, round bars, ½ to 2 in. .	21 00	
Plain sheets, 14 oz., 14x48", 14x60"..	23 00	
Plain, 16 oz., 14x48 and 14x60	22 00	
Tinned copper sheet, base	24 00	
Planished base	28 00	
Braziers', in sheets, 6x4	23 00	

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		20 00
" No. 2		19 50
Middlesboro, No. 3 pig iron	17 75	20 00
Summerlee, No. 2 "	20 25	22 50
Carron ,special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 20
Refined "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 90	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 50
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	9 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 40	2 60
All bright, 52 sheets	3 50	3 50

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 25 cents extra.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English)	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 10¾
Light copper bottoms	0 09½	0 09¼
Heavy red brass	0 10	0 10¼
" yellow brass	0 08	0 08¼
Light brass	0 06	0 06¼
Tea lead	0 02½	0 02¾
Heavy lead	0 02½	0 02¾
Scrap zinc	0 03	0 03¼
No. 1 wrought iron	12 00	10 00
Machinery cast scrap,No.1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	8 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 50	3 75
Imported pig, per 100 lb	3 75	3 85
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. ft	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 20	0 20
Wiping	0 18½	0 19

SHEET ZINC.

5-cwt. casks	6 75	6 75
Part casks	7 00	7 00

SPELTER.

Foreign, per 100 lb	6 00	5 75

TIN AND TINPLATES

Lamb and Flag and Straits
56 and 28-lb. ingots, 100 lb. $37 00 37 00

Charcoal Plates—Bright..

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$5 50
I X, 14x20 base	6 50
I X X, 14x20 base	7 50

Raven and Vulture Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	5 50	5 75
I X, 14x20 base	6 50	6 75
I X X, 14x20 base	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 25
I X, 14x20 base	5 00
I X X, 14x20 base	5 75

Bright Cokes
Bessemer Steel—

I C, 14x20 base	4 00
20x28, double box	8 00

Charcoal Plates Terne.
Dean or J. G. Grade

I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.
Cookley Grade—

XX, 14x56, 50 sheet bxs.	6 75
" 14x60, "	
" 14x65, "	

Tinned Sheets

72 x 30 up to 24 gauge, case lots	7 25 7 50
" " 26 "	8 00

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4 90; No 18, $3; No. 19, $2.70; 6 wire solid line, No. 17. $4.45; No. 18, $3 10; No 19, $2 80 All prices per 1000 ft. measure; 6 strand. No 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30. $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net: Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6 Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.

QUALITY IS WHAT PROMOTES SUSTAINED REPUTATION

For Eighty-five years ***Heinisch*** Shears have been the world's leading line of shears. ***Quality*** built that reputation and ***quality*** sustains it. Sell

HEINISCH

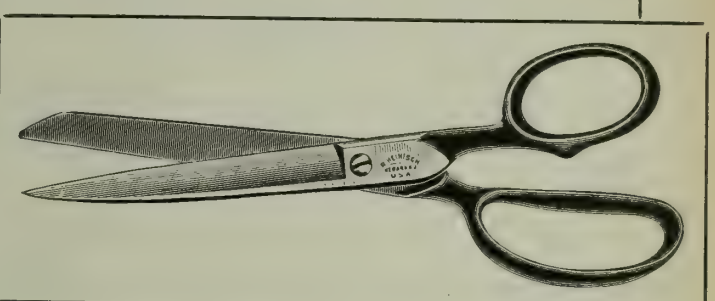
Shears and you will never have complaining customers.

Tailors' Shears, Tinners' Snips, Trimmers, Ladies' Scissors, etc.

Sold by all jobbers.

R. Heinisch's Sons Co.,

NEWARK, : N.J. : U.S.A.



HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs.. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.

Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.

F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ¾, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ¾, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks	per lb.
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of lead		0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow "	0 18
Golden ochre "	0 11
French " "	0 09
Chrome green "	0 11
French permanent green "	0 15
Signwriters' black "	0 17
Marine black, 25 lb. irons	0 05

GLUE

French medal	0 10
German common sheet	0 10
German prime	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Brantford all-round glue, ½-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 19½	0 19½
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb., "	0 23½	0 23½
Tins, 1-lb., 100 in case	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	1 70
Canada Paint Co.'s pure	1 60
Globe house paint (Windsor)	1 25
"New Era" house paint (Windsor)	1 35
Benj. Moore Co.'s "Ark" Ba	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson's "English"	1 60
Ramsay's paints, Pure	1 40
" Thistle	1 10
Martin-Senour 100 p.c. pure, base	1 70
Senour's Floor Paints, base	1 35
Jamieson's "Crown and Anchor"	1 50
Jamieson's floor enamel	1 75
Island City pure paints	1 50
Sanderson Pearcy's, pure	1 40
Robertson's pure paints	1 40

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 45
Bladders in bbls	2 70

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Prime white petroleum per gal	0 13	
Water white "	0 15	
Pratt's astral "	0 17½	
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls	0 19	
Benzine, per gal single bbls	0 17	
Turpentine, single barrels	0 96	0 96
Linseed Oil, " raw	0 99	0 96
" " boiled	1 02	0 99

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" piano	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 85
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's. white enamel	3 50
Canada Paint Co's sun varnish	2 00
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 50
C.O. Co's. Permanite, interior	2 00
" Herculo, exterior	2 50
" Reflex, floor	2 25
" Japanite Dryer	1 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 25	6 40
Elephant Genuine	6 25	6 40
Lily Pure	5 75	5 90
Tiger Pure	5 55	5 70
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		5 50
Brandram's B. B. Genuine	7 00	7 15
"Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 50	5 65
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 75	5 90
Island City pure lead	5 75	5 90
Sterling C.P.		5 75
" Decorators		5 25
Sanderson Pearcy's		5 75
Robertson's C.P., lead	5 50	5 65
Decorators' Pure	5 75	5 90

No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 0½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz. pairs.	
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 50
Double strap hangers, doz. sets		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		6 50
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.

Cow bells, 65 p.c.

Sleigh bells, shaft and hames, pair, 22c up.

Sleigh bells, body straps, each, $1.15 up.

Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.

Standard, 60, 10, 10 and 10 per cent.

No. 1, not wider than 6 in., 60, 10, 10 and 10

Agricultural, not wider than 4 in., 75 per cent

Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent
" " ¾ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ¾ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bo't Ends	60
Sleigh Shoe Bolts, ¾ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Couch Screws, new list	75

Nuts, square, all sizes, 4½c per lb. off.

Nuts, hexagon, all sizes, 4½c per lb. off.

Stove rods, per lb., 5½ to 6c.

Stove Bolts, 80,

CONGO
NEVER LEAK ROOFING
The NEVER-LEAK GUARANTEED ROOFING



Congo on Maryland Terra Cotta Company's Buildings—Baltimore, Maryland

We don't suppose you care a rap what Congo is made of—what interests you is *how long it is going to wear.* What it is made of interests us because we give with every roll a *Surely Bond Guarantee,* the like of which no other manufacturer has offered.

Herewith are a few of the features that make it possible for us to guarantee Congo 2 or 3 ply for *10 years.*

It never gets hard or brittle. It never breaks or peels off. It is giving as perfect satisfaction in Europe, India and Australia, where we ship thousands of rolls, as in America.

Congo doesn't run, rot, buckle up or shrink.

The caps, nails and cement which we furnish free, are the best money can buy.

We don't use the old *tin caps* for Congo, but *galvanized caps* which never rust.

FREE SAMPLE

You can satisfy yourself as to its lightness, pliability and wonderful waterproof qualities by writing to-day for a Free Sample. As to its wearing properties—we guarantee them. Can any reasonable man ask more?

UNITED ROOFING AND MFG. CO.
Philadelphia, Pa.

Stark, Seybold, Ltd., Montreal; Mechanics' Supply Co.' Quebec; S. Hayward & Co., St. John, N.B.; Miller Morse Hardware Co., Winnipeg; E. G. Prior & Co., Ltd., Victoria, B.C.; Hobbs Hardware Co., London, Ont.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 70
3 " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BINDER TWINE.

500 feet, sisal	0 07½
600 " standard	0 07½
550 " " manilla	0 07½
600 " " "	0 08½
650 " " "	0 09

Car lots, ½c. less; 5-ton lots, ¼c. less Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, 45 p.c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.
Crescent brands, 70 per cent.

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 60	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood	..	3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

3 inch, in 10 foot lenghts	3 00
3 " " "	3 65
4 " " "	4 80
5 " " "	6 60
" " "	8 00

COTTER PINS

Cotter pins, 80 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 06

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 nch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEONS

Canadian, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 50 per cent
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 75
10 " " "	3 00
12 " " "	3 50
15 " " "	5 00

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent.
Galvanized washtubs, 45 per cent.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	9 00
" " ⅝ " "	10 00
" " ¾ " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 45

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in	100 lb. net	7 25
" " 5-in.	"	7 00
" " 6-in.,	"	6 75
" " 8-in.,		6 50
" " 10-in. and larger		6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 n per 100 lb. 4 50
over 12 in " 3 50
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $8.40; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—	
½ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4.10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 80

Spiders and fry pans, 50 and 5 p.c.

Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

Toasters, 50 p.c
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast	per doz.	6 75
Lift Tubular and Hinge Plain.	"	5 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.10; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $5.10; do., 4 knives, $6.25; 9 in. wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½ in. wheel, 4 knives, 12 in. sizes, $8.50; ball bearing, do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00	
Axes, dozen, from	6 50	
Axe handles, dozen, from	1 15	
Cross cut saws, per foot	0 25	0 43
Axe wedges, dozen		0 25
Ball and heel calks	4 00	4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 25
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 3 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1¾—1¾ inch	2 75
2—2½ inch	2 65
2¼—2¾ inch	2 50
3—3½ inch	2 45
3¾—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅜ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb	4 50

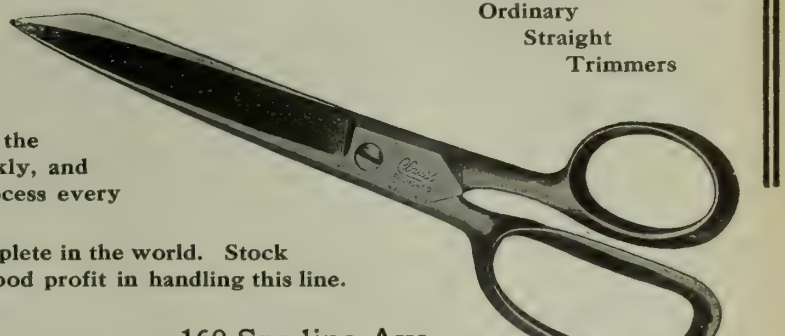
OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 45½
"Singaless" and "Alaska" Nevada silver flatware, 42 p.c.

Shears that Sell



This cut represents our Ordinary Straight Trimmers

Are those with an unconditional guarantee behind them—CLAUSS SHEARS. They are made to cut the finest or the heaviest cloth, work easily and quickly, and cut from heel to point. By our Natural Gas Process every Clauss blade has a perfectly tempered edge.

The Clauss line of cutlery is the most complete in the world. Stock up with a good range of Clauss goods. There's good profit in handling this line.

Clauss Shear Company

169 Spadina Ave.
TORONTO

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent
6, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pitts, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 10 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE

Sisal rope	0 09
Pure Manilla rope	0 10½
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Sisal bed cord, 48 feet, per doz.	0 65
" 60 feet, "	0 80
" 72 feet, "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	0 30
Mattress twine, per lb.	0 45
Staging "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ¼-lb. packages 1c. per lb.; ½-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 feet, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 80
Solid, 3 to 30 lbs	1 40

SASH CORD.

No. 8, per lb. 0 34½

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
" iron, per doz.	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per doz.	0 65 1 00
North Bros., No. 30, per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian. No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

Nestable, 45 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common, per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita, per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe, per gross	3 50	5 00
Grind, 40 to 200 lb. per ton	20 00	22 00
" under 40 lb. "		24 00
" 200 lbs. and over		28 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1832, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs.		3 55
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz.	73 75
Square, re-acting, per doz.	77 50
Dowswell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	172 50

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz.	46 25
Improved Royal Canadian, 11 in.	48 75
Eze, 10 in., per doz.	47 25
Bicycle, 11 inch	58 25
Trojan, 12 inch	101 50
Challenge, 3 year, 11 inch	49 75
Ottawa, 3 year, 11 inch	56 00
Favorite, 5 year, 11 inch	57 00

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	31 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.	0 70
" " 34 in.	1 00
" " 36 in.	1 25
" " neckyokes, 36 in.	1 65
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shove handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHER

Canadian, 50 per cent.

INDEX TO ADVERTISERS

Allan Hills Edge Tool..... 35
American Shearer Co..... 24
Anthony, M. B..... 24
Anti Splash Filter Co..... 24
Armstrong Bros. Tool Co..... 25 33
Atkins, E. C., & Co..... 10
Atlas Mfg. Co..... 24
Aylmer Pump and Scale Co..... 73

Barber Asphalt Paving Co..... 31
Barrett, W. L..... 24
Barker & Co., D. J..... 20
Barnett, G. & H. Co....outside back cover
Beath, W. D. & Son..... 12
Belleville Hdw. & Lock Mfg. Co., Ltd. 72
Bemis & Call Hardware and To l Co... 67
Bissell Carpet Sweeper Co..... 34
Boker, H. & Co..... 61
Bosse & Banks..... 24
Bowser, S. F., & Co., Ltd..... 60
Brandram-Henderson, Ltd..... 56
British America Assurance Co..... 66
Brown-Bogg s Co..... 32
Buffalo Mfg. Co..... 72
Burrow Stewart & Milne Co., Ltd..... 19
Butterworth Foundry Co..... 14

Cameron & Campbell..... 24
Canada Bolt and Nut Co..... 12
Canada Cement Co..... 20
Canada Foundry Co..... 66
Canada Glue Co..... 6
Canada Metal Co..... 25 64
Canada Paint Co..... 58
Canada Screw Co..... 80
Canada Steel Goods Co..... 8
Canada Wire Goods Mfg. Co..... 25
Canadian Copper Co..... 53
Canadian Fairbanks Co..... 29
Canadian Ferrosteel Co..... 21
Canadian Heating & Ventilating Co.... 13
Canadian Sales & Mfg. Co..... 25
Canadian Hart Wheels..... 24
Canadian Tungsten Lamp Co., Ltd.... 68
Caverhill, Learmont & Co..... 5
Chadeloid Chemical Co..... 64
Chicago Spring Butt Co..... 1
Christy Safety Razor Co., Ltd..... 11
Clare Bros. & Co..... 18
Clare, Little & Co..... 24
Clauss Shear Co..... 77
Collins Mfg. Co..... 24
Connor, J. H., & Son..... 63
Copp, W. J., Sons & Co..... 51

Covert Mfg. Co..... 24
Cowan & Britton..... 65
Cummer Dowswell, Ltd..... 68

Davidson, Thos., Mfg. Co..... 8
Directory of Manufacturers.....24 25
Disston, Henry, & Son..... 9
Dominion Cartridge Co..... 38
Dominion Wire Mfg. Co..... 26
Dorken Bros..... outside front cover, 69
Dougall Varnish Co..... 60

Enterprise Mfg. Co..... 62

Ford Auger Bit Co..... 66
Frothingham & Workman, Ltd..... 4

Gibb, Alexander..... 24
Gilbertson, W., & Co..... 23
Gipe Carrier Co..... 67
Glidden Varnish Co..... 61
Goodhue & Co., Ltd., J. L..... 66
Gourack Ropework Co..... 24
Gravel, Ludger..... 59
Greening, B., Wire Co..... 11
Grove Chemical Co..... 67
Gurney Fdy. Co., Ltd..... 16
Gutta Percha & Rubber Mfg. Co.....
outside back cover

Harrington & Richardson Arms Co..... 10
Harris, J. W., Co..... 22
Hart & Cooley..... 20
Heinisch, R., Sons Co..... 75
Hemphill, T. W..... 24
Hill, Jas., & Co..... 25
Hohlfield Mfg. Co..... 32
Howland, H. S., Sons & Co..... 7
Hoyle, Robson, Barnett & Co..... 51
Hull & Liverpool Red Oxide Co..... 30
Humphreys, W. R., & Co., Ltd..... 35
Hutton, Jas., & Co..... 66

Imperial Varnish and Color Co..... 55
International Supply Co..... 9
International Varnish Co..... 60

James & Reid..... 24
Jardine, A. B., & Co..... 51
Jenkins Bros..... 62
Jenkins & Hardy..... 25
Jones Mfg. Co., Ltd., D. F. The..... 6
Johnson's, Iver, Arms and Cycle Works 53

Kains, J. M., & Co..... 24
Kampfe Bros..... 63
Kemp Mfg. Co..... 38
Kerr Engine Co.....inside back cover

Laidlaw Bale Tie Co..... 79
Leslie, A. C., & Co.....
Lewis Bros., Ltd..... 3
Lockerby & McComb..... 70
London Foundry Co..... 72
London Rolling Mill Co..... 53
Lufkin Rule Co.....inside back cover
Lysaght, John.....outside front cover

McArthur, Alex., & Co..... 74
McClary Mfg. Co..... 14 31
McDougall, R., Co..... 13
McFarlane & Douglas, Ltd 70
McGlashan-Clarke Co., Ltd..... 70
McKinnon Chain Co..... 69
MacLaren & Co..... 67

Magnolia Metal Co..... 30
Malleable Iron Range Co..... 17
Maple City Mfg. Co..... 1
Martin, L. Co..... 63
Martin-Senour Co..... 57
Maxwell, D., & Sons..... 70
Metal Shingle and Siding Co.....26 72
Metallic Roofing Co..... 2
Millers Falls Co..... 59
Monitor Mfg. Co..... 73
Montreal Rolling Mills Co..... 55
Moore, Benjamin, & Co..... 57
Morris & Bailey Steel Co..... 71
Morrison, James, Brass Mfg. Co..... 34

National Hardware Co..... 22
Newman, W., & Sons..... 24
Nicholson File Co..... 79
Nickel Plate Stove Polish Co 67
North Bros. Mfg. Co..... 1
Nova Scotia Steel and Coal Co..... 53

Oakey, John, & Sons..... 25
Oneida Community..... 35
Otterville Mfg. Co..... 66

Parmenter Bullock Co., The..... 27
Paterson Mfg. Co..... 76
Pearson, Geo. D. & Co..... 25
Pease Foundry Co..... 49
Penberthy Injector Co...inside front cover
Peterborough Lock Co....inside back cover
Pilkington Bros..... 65
Pink, Thos..... 71

Queen City Oil Co..... 6

Ramsay, A., & Son Co..... 59
Reid, James..... 24
Robertson Mfg. Co., Ltd., P. L..... 67
Robertson, Jas., Co., Montreal..... 71
Rolland Paper Co., The 3
Roper, J. N..... 43
Ross Rifle Co..... 80
Rush, A. M..... 2

St. Mary's Wood Specialty Co. Ltd... 30
Samuel, M. & L., Benjamin, & Co..... 22
Scarfe & Co..... 65
Seymour, Henry T., Shear Co..... 6
Sharratt & Newth..... 25
Shaw, A., & Son..... 6
Sherwin-Williams Co..... 51
Shurley-Dietrich Co., Ltd..... 27
Simonds Mfg. Co..... 23
Simonds Canada Saw Co..... 12
Smart Mfg. Co., Ltd., The James 15
Sonne, Thos., sr..... 24
Standard Paint and Varnish Co..... 59
Stanley Rule and Level Co 28
Star Expansion Bolt Co..... 13
Steel Trough & Machine Co., Ltd..... 66
Stephens G. F..... 49
Sterne & Sons, G. F..... 67
Stewart Mfg. Co., Jas., Ltd..... 15
Still, J. H., Mfg. Co.....inside back cover

Taylor-Forbes Co.....outside front cover
Terry, Herbert, & Sons..... 49
Thompson, B. & S. H...outside back cover
Thompson & Gunn..... 25
Toronto Plate Glass Importing Co..... 25
Tuttle & Bailey Mfg. Co..... 21

U. M. Cartridge Co 33

Want Ads..... 37
Warminton, J. N..... 25
Watson Jack, & Co..... 67
Western Assurance Co..... 74
Western Wire and Nail Co..... 25
White Mop Wringer Co..... 23
Whitman & Barnes Mfg. Co..... 73
Winnipeg Paint and Glass Co., Ltd.... 51
Woodstock Waggon & Mfg. Co..... 6
Wright, E. T., & Co..... 69

CLASSIFIED LIST OF ADVERTISEMENTS

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Anchors, Star Screw
Star Expansion Bolt Co., New York

Babbitt Metal.
Canada Metal Co., Toronto
Frothingham & Workman, Ltd., Montreal
Magnolia Metal Co., New York
Robertson, Jas. Co., Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting
J. L. Goodhue & Co., Danville, Que.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal

Bolts---Expansion
Star Expansion Bolt Co., New York

Box Strapping
J. N. Warminton, Montreal

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Bridle Rings---Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
Hill, Jas., & Co., Ltd., London, England
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lockerby & McComb, Montreal.
Lufkin Rule Co. Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cable Dogs, Sebco
Star Expansion Bolt Co., New York

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Dowswell Mfg. Co., Hamilton
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines.
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton,
R. McMaster, Vancouver.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls, W. D. Beath & Son, Ltd., Toronto

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto.
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Huttons, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Drills---Brick and Stone
Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

Electric Dry Batteries
Canadian Carbon Co., Toronto

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electric Fixtures.
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engine Supplies, etc.
Kerr Engine Co., Walkerville. Ont
Penberthy Injector Co., Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Watson, Jack & Co., Montreal

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Ltd., Montreal

Filters
Anti-Splash Filter Co., Owen Sound,

Firearms and Ammunition.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass
Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes.
Dennis Wire & Iron Co., London

Furnaces.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing
Canada Metal Co., Toronto.
U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Galvanized Iron
John Lysaght, Ltd., Bristol, Newport and Montreal.

Glass
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal

Glass Cutters
W. L. Barrett, Bristol

Glass Ornamental
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Toronto Plate Glass Importing Co Toronto.
Consolidated Plate Glass Co., Toronto

Glass Wired
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.

Glue.
The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appley Bridge, Eng

Guns
Harrington & Richardson Arms Co., Worchester, Mass.

Handles.
Still, J. H., Mfg. Co.

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganonoque
Taylor-Forbes Co., Ltd., Guelph, On

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas
St. Mary's Wood Specialty Co., Limited, St. Mary's, Ont.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Montreal Rolling Mills, Montreal.

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Lamps
Queen City Oil Co., Toronto

Lanterns
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont.
Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Lighting Fixtures
McLaren & Co., Merrickville

Locks, Knobs, Escutcheons, etc
Corbin Cabinet Lock Co., New Britain, Conn.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
United States Steel Products Export Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto, Ont.
Wright, E.T., & Co., Hamilton, Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
Queen City Oil Co., Toronto

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Dennnis Wire & Iron Co., London. Ont.
Canadian Wire Goods Mfg. Co., Hamton

Padlocks
Corbin Cabinet Lock Co., New Britain, Conn.

Pail Clasps
J. N. Warminton, Montreal

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne, Eng.
Canada Paint Co., Montreal.
Dods, P. D. & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co. Toronto.
Pilkington Bros., Ltd., Montreal
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Martin-Senour Co., Montreal

Paris Green
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne.

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Plows.
The Paris Plow Co., Paris, Ont

Portland Cement.
Canada Cement Co., Ltd., Montreal
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Razors.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Registers
The Canadian Ferrosteel Co., Bridgeburg, Ont.
Hart & Cooley Co., New Britain, Conn
Tuttle & Bailey Mfg. Co., Bridgeburg, Ont

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Barber Asphalt Co, Philadelphia
Winnipeg Paint & Glass Co., Winnipeg
United Roofing & Mfg. Co., Philadelphia, Pa.
Lockerby & McComb, Montreal
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Simonds Mfg. Co., Fitchburg Mass.

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton, On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark. N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.

Silverware.
McGlashan, Clarke Co., Niagara Falls.

Snaps
Covert Mfg. Co., Troy, N.Y

Sprayers
Cavers Bros., Galt, Ont.
Thos. Davidson Mfg. Co., Montrea
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton
T. Collins Mfg. Co., Toronto

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey SteelCo., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Export Co., Montreal

Stencils
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton, Ont.

Stoves, Furnaces
D. J. Barker & Co., Preston, Ont.
Butterwotrth Fdy. Co., Ottawa
Burrow, Stewart & Milne Co, Hamilton
W J Copp, Son & Co, Fort William, Ont
Canadian Heating & Ventilating Co. Owen Sound.
Clare Bros., Preston.
Davidson, Thos., Mfg. Co., Montreal.
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Jas Smart Mfg Co, Ltd. Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock
Queen City Oil Co., Toronto

Tacks.
Montreal Rolling Mills Co., Montreal.
Canada Screw Co, Hamilton
U.S, Steel Products Export Co., Montreal

Tapes.
Lufkin Rule Co., Windsor, Ont
Jas. Chesterman & Co., Sheffield Eng.

Tin Plate.
A. C. Leslie & Co., Montreal

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal

Vacuum Cleaners
Universal Vacuum Cleaner Ltd., Montreal
Onward Mfg. Co., Berlin

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Washing Machines, etc
J. H. Connor & Son., Ottawa, Ont.
Dowswell Mfg. Co., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Washing Machines—Power
Excello Specialty Co., Berlin, Ont.

Wagons—Children's.
Woodstock Wagon Co., Woodstoe

Wholesale Hardware.
Caoverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Clutch Nails
J. N. Warminton, Montreal

Wire Goods
Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN



GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

Don't let your stock get too low—unsatisfied inquiries mean lost customers.
Our specialty is a high-grade line of

WIRE NAILS

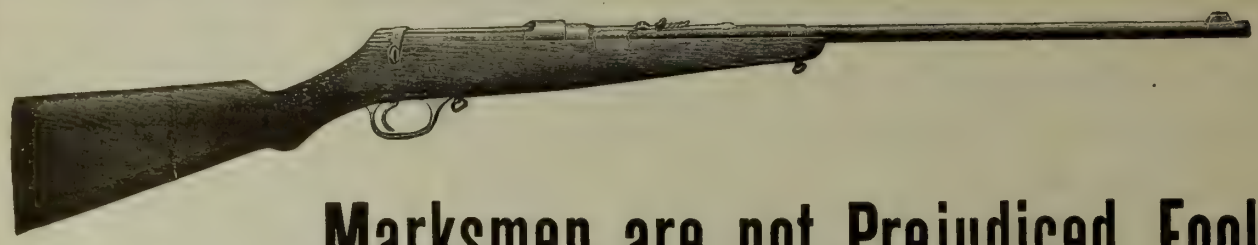
WIRE BALE-TIES. **WIRE BARREL HOOPS.**

BRIGHT AND ANNEALED WIRE OF ALL KINDS.

Ask your jobber for the Laidlaw line.

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO

Vancouver—George W. Laidlaw **Winnipeg—Harry F. Moulden**



Marksmen are not Prejudiced Fools!



and when they see that the best scores are made with Ross Rifles, that sportsmen armed with Ross Rifles come home with the best bags, they naturally arm themselves with same rifles.

Dealers just as naturally and intelligently prepare themselves to meet the marksman's wishes, otherwise there is a lost sale in the effort to sell some other arm.

To sell the best rifle made to the marksman who knows its possibilities and wants it at a good profit is the simple A.B.C. of business.

Write for catalogue, price lists and discounts to the trade.

ROSS RIFLE CO. - QUEBEC, P.Q.

It is to Your Advantage to Carry a Stock of

Machine Screws



Ours is the largest and most complete in Canada and you get prompt delivery by ordering to-day from your jobber. We have had the trade for a third of a century and you can't afford to be without the recognized **Standard** goods. Special sizes made up promptly. All dealers "who know" specify our goods.

We also make: Wire—Bright, Coppered and Tinned, Wood Screws, Stove and Tire Bolts, Rivets in Iron, Copper and Brass, Fence Staples, Wire Nails, Tacks, Bright Wire Goods, etc.

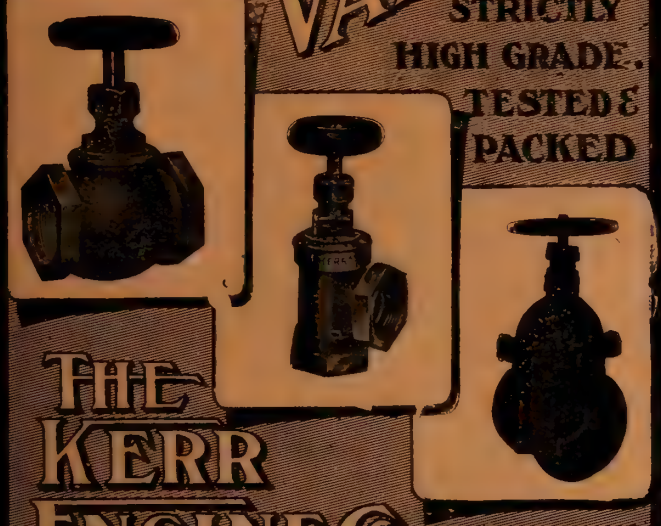


Canada Screw Co., Limited

TORONTO HAMILTON MONTREAL

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED



THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

WELL SEASONED — WELL BALANCED — WELL FINISHED

Still's Hockey Sticks

They are made of second growth Rock Elm, and are in demand by every class of player. We specially recommend

Still's Special Hockey Stick

A public favorite that leads all others.

Our brands are:

"**Empire,**" inferior only to our "Special;" and "**Imperial,**" a very good all-round stick. "**Champion**" is a boy's stick.

Send for full particulars.

J. H. STILL MANUFACTURING CO. Limited

St. Thomas, Ont.

HOW ABOUT YOUR STOCK OF LOCKS?

Have you a full range of reliable goods? Ask your jobber to show you the Peterborough Company's lines of rim and mortise locks, and of inside, front and store door sets. They are just what you want.



Cylinder Night Latch, No. 103

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bent Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., of Canada, Ltd.

Windsor, Ont.

London Office and Warehouse—24 and 26 Holborn.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals



Awarded

By JURORS at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Practically Indestructible"

EKERT PROCESS
TRADE RADIUM MARK.
PAT. IN CANADA 1907

VALVE DISCS



For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

"APOLLO"

Galvanized Sheet Steel

We carry a stock in all sizes and gauges and can make immediate shipment.

B. & S. H. Thompson & Co.

LIMITED

MONTREAL



Any Broom bearing the Keystone trade-mark can be relied upon to give satisfaction, and you can place it in the hands of a customer with an assurance that there will be no complaint about its wearing qualities. If, however, you desire to handle the very best that can be produced, select the

"Klondike" and "Jubilee"

Manufactured by

Stevens-Hepner Co., Limited

Port Elgin, Ontario, Canada

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 511 Union Bank Bldg.
New York: Rooms 1109-1111, 160 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, SEPTEMBER 10, 1910 NO. 37

ANVILS BITS

HENRY BOKER

MANUFACTURER OF

ARROW BRAND

REGISTERED TRADE MARK

HARDWARE

SPECIALITIES OF ALL DESCRIPTIONS

Pliers Vices

For Sale by Leading Wholesale Houses.

Still the World's Standard

"Queen's Head"

CANADA

Galvanized Iron

AND WE INTEND TO KEEP IT SO.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch



OF WIDE UTILITY

Keep a good Variety of

STAR VISES

They are quality tools, made of cast iron with malleable clamps and levels. Good year-round sellers. Ask your jobber for Taylor-Forbes' Specialties.



Taylor-Forbes Co.,

Limited

Head Office and Works

GUELPH, - ONTARIO

TAYLOR-FORBES CO., Limited, 246 Craig St. West, MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travellers Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENGLAND



SOME say the reason we sell so many Ironclads is that we know how to advertise them. We couldn't advertise them if there weren't so many good points about them.—But one of the reasons we do sell so many of them is that we know how to help dealers sell them.

All Ironclads are packed a dozen in a box with a goodly supply of Advertising Matter, colored Posters and Show Cards, single and double column Ironclad Newspaper Ads, drawings of small and large Ironclad Displays for small and large Windows.

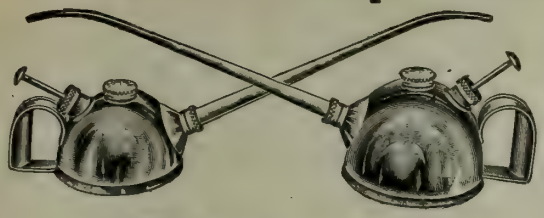
For live dealers who like to send in repeat orders, we have a Special Window Display outfit we ship with instructions upon request only, on receipt of initial order for not less than 24 Ironclads. We make no charge for printing your name on dials in this quantity.

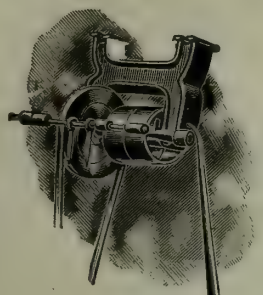
Send for List of Canadian Jobbers.

Height 5 inches. Dial 2¾ inches. Weight 2½ lbs. Dealers' names printed free on dials in lots of 24.

The Western Clock Mfg. Co.,
La Salle, Illinois.

Howland's Pump Oilers





For sale by all Jobbers in Canada



A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

There's no doubt

that the best seasoned, best balanced, and best finished hockey stick is

Still's Special
Hockey Stick

They are in demand by every class of player, and are of second-growth rock elm. Other brands we recommend are:

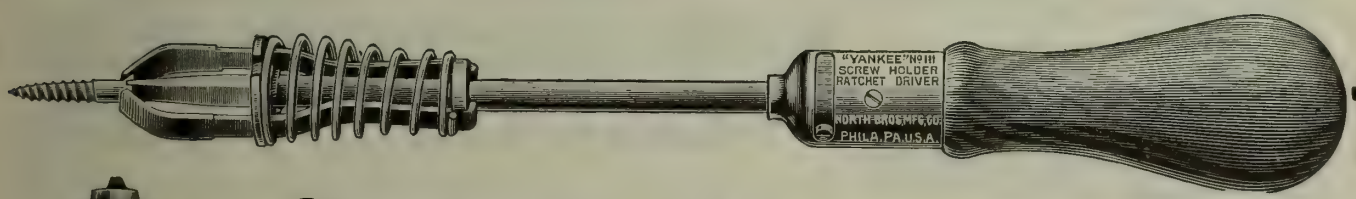
"**Empire,**" inferior only to "Special."

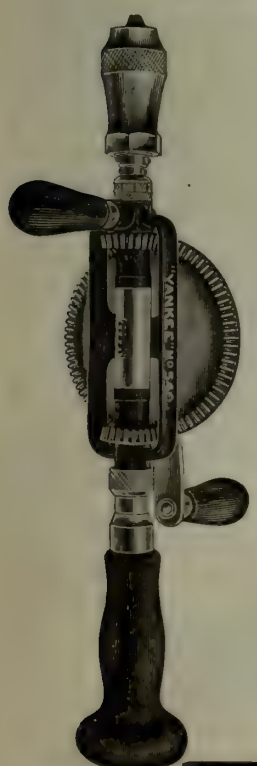
"**Imperial,**" a good all-round stick.

"**Champion**" the leading boys' stick.

Send for full particulars

J. H. Still Manufacturing Co.
St. Thomas, Ont. Limited





Somebody is Selling "YANKEE TOOLS"

Somebody is Getting the Trade

IF IT'S YOU—Accept our congratulations. You are wise that "Yankee" Tools are as needful to the Mechanic's outfit as a hatchet and saw—that if you cannot hand him the "Yankee" he goes to your competitor and you lose a sale or maybe a good customer.

WRITE FOR CATAGG

IF YOUR COMPETITOR—WHY NOT YOU? You can get more of this trade and ought to have it. We are interested in your getting it. Why not send your advertising matter with your imprint, free of expense? Have your Jobber send you a sample lot of the best selling "Yankees." There are 35 styles and 75 sizes to select from.

NORTH BROS. MFG. COMPANY
PHILADELPHIA, PA.



"Quality is essential for reputation and profit.
It pays to sell goods you can guarantee."
—The Philosopher of Metal Town.

Every sheet fits evenly—each corrugation is guaranteed perfectly uniform.

CORRUGATED IRON

ROOFING AND SIDING

It's the "Metallic" workmanship that counts. Every employee of the large "Metallic" Plant is imbued with "Metallic" ideals—absolute perfection. The high standard of all "Metallic" goods is the result. "Metallic" Corrugated Iron is superior to all others. The corrugations are pressed one at a time—not rolled. The sheets fit perfectly—guaranteeing absolute satisfaction.

Flat or Curved—Galvanized or Painted.

Any Size or Gauge.

Send for special prices on car lots or season's requirements. Also ask for new illustrated price list No. 4.

Manufacturers of "Metallic" Building Materials, "Eastlake" Steel Shingles, "Metallic" Ceilings and Walls, "Metallic" Rock-faced Siding, "Metallic" Cornices, Steel Eavetrough, Conductor Pipe, Fireproof Doors and Windows, etc.

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

2407



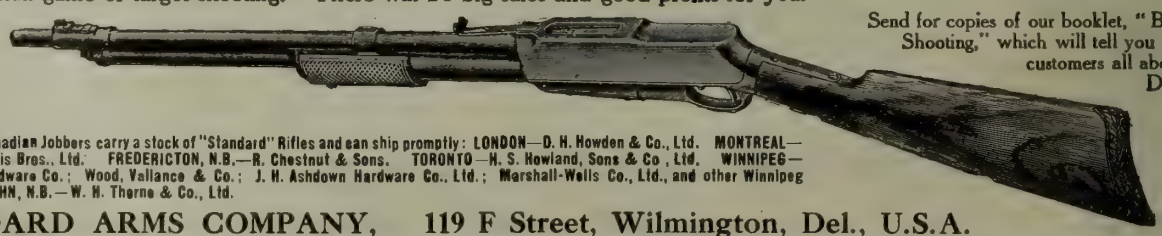
"Take Down" Easily

And have no screws to work loose. That's one reason why the new Standard Rifles have found such instant favor with rifle experts. But the biggest reasons are that the Standard Hand-Operated Rifle is the *only* high-power rifle today with the natural or trombone action—and the Standard Gas-Operating model is the *only* high-power automatic that has such reduced recoil—that loads and unloads so instantaneously—and that shoots five and six shots with such terrific velocity.

STANDARD RIFLES

GAS-OPERATED HIGH POWER

are the latest, most scientifically constructed, yet the simplest operating rifles made. They are the product of experienced workmen—have beautiful lines, light weight and perfect balance. Three calibres, 35, 30 and 25. High power and shooting adapted for large or small game or target shooting. There will be big sales and good profits for you.



Send for copies of our booklet, "Big Game Shooting," which will tell you and your customers all about them. Do it now.

The following Canadian Jobbers carry a stock of "Standard" Rifles and can ship promptly: LONDON—D. H. Howden & Co., Ltd. MONTREAL—L. H. Hebert, Lewis Bros., Ltd. FREDERICTON, N.B.—R. Chestnut & Sons. TORONTO—H. S. Howland, Sons & Co., Ltd. WINNIPEG—Miller-Morse Hardware Co.; Wood, Vallance & Co.; J. H. Ashdown Hardware Co., Ltd.; Marshall-Wells Co., Ltd., and other Winnipeg Jobbers. ST. JOHN, N.B.—W. H. Thorne & Co., Ltd.

STANDARD ARMS COMPANY, 119 F Street, Wilmington, Del., U.S.A.

IN THE UNITED STATES



No. 7600

The Hardware Dealer and the General Storekeeper handle 75 per cent. of all the popular-priced Clocks. . . .

There is no line that pays a better margin of profit. You can safely put on an advance of 100 per cent. on most lines. . . .



No. 7518



CONSORT

This pays you better than selling nails and other staples. Try a sample order and satisfy yourself that you can sell them. We know what the result will be.

If you want a catalogue drop us a card and we will send you our No. 42, which illustrates Clocks, Sewing Machines, Cork Screws, Punching Bags. Sleds, and other lines of Fall Sporting Goods; Guns, Ammunition, Skates, etc. The most complete catalogue ever issued by a Canadian Hardware Jobber. . . . .



DUANE

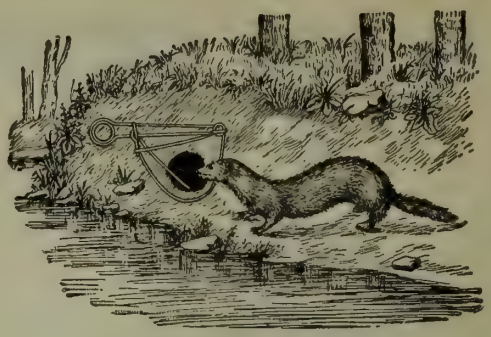
LEWIS BROS., Limited

Address all correspondence to MONTREAL

OTTAWA TORONTO VANCOUVER

FURS ARE VALUABLE

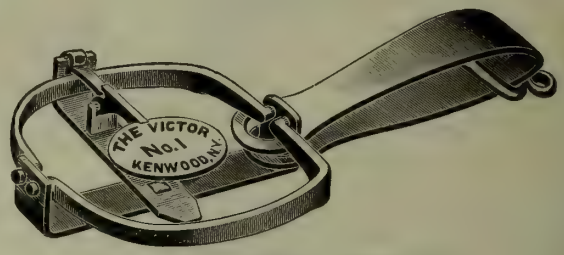
TRAPS



Sell the Best Goods and you Capture the Best Trade.
Now is the Time to get after the Trap Business.
We carry only the Best Traps, namely: "Victor," "Hawley & Norton," "Newhouse," "Star."

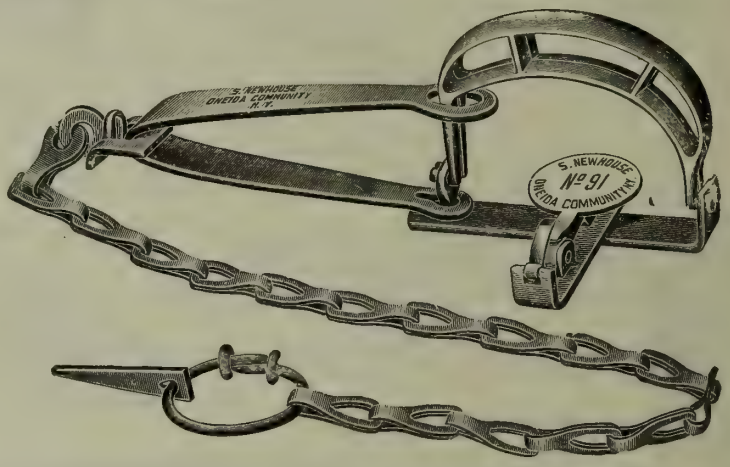


Hawley & Norton Traps—with or without chain.



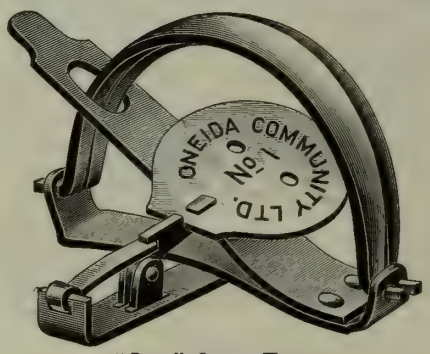
Victor Traps—with or without chain.

Place Your Order Early for the Fall



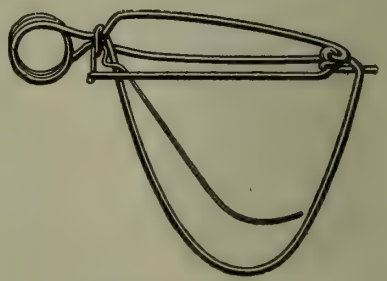
Every Trap is Warranted Perfect

Webbed and Double-Jawed Traps—Newhouse Quality.



"Star" Jump Traps

Write for Prices



"Stop Thief" Traps.

Large Stock. **Ask our Travellers about this Line.** **We Ship Promptly.**

FROTHINGHAM & WORKMAN, Ltd.

F.&W.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

F.&W.



$15.00

ONLY FOR THIS



"Monarch" —BALL— BEARING Sewing Machine

Cover Pattern Like Cut

High Arm, Eccentric Movement, no parts to get out of order, Fancy Antique Oak Case, Metal Work all Beautifully Japanned, Relieved with Highly Polished Nickel Plate, Automatic Bobbin Winder, Belt Release, Fine Steel Attachments. Limited Quantity.

Solid Comfort Gas Heaters

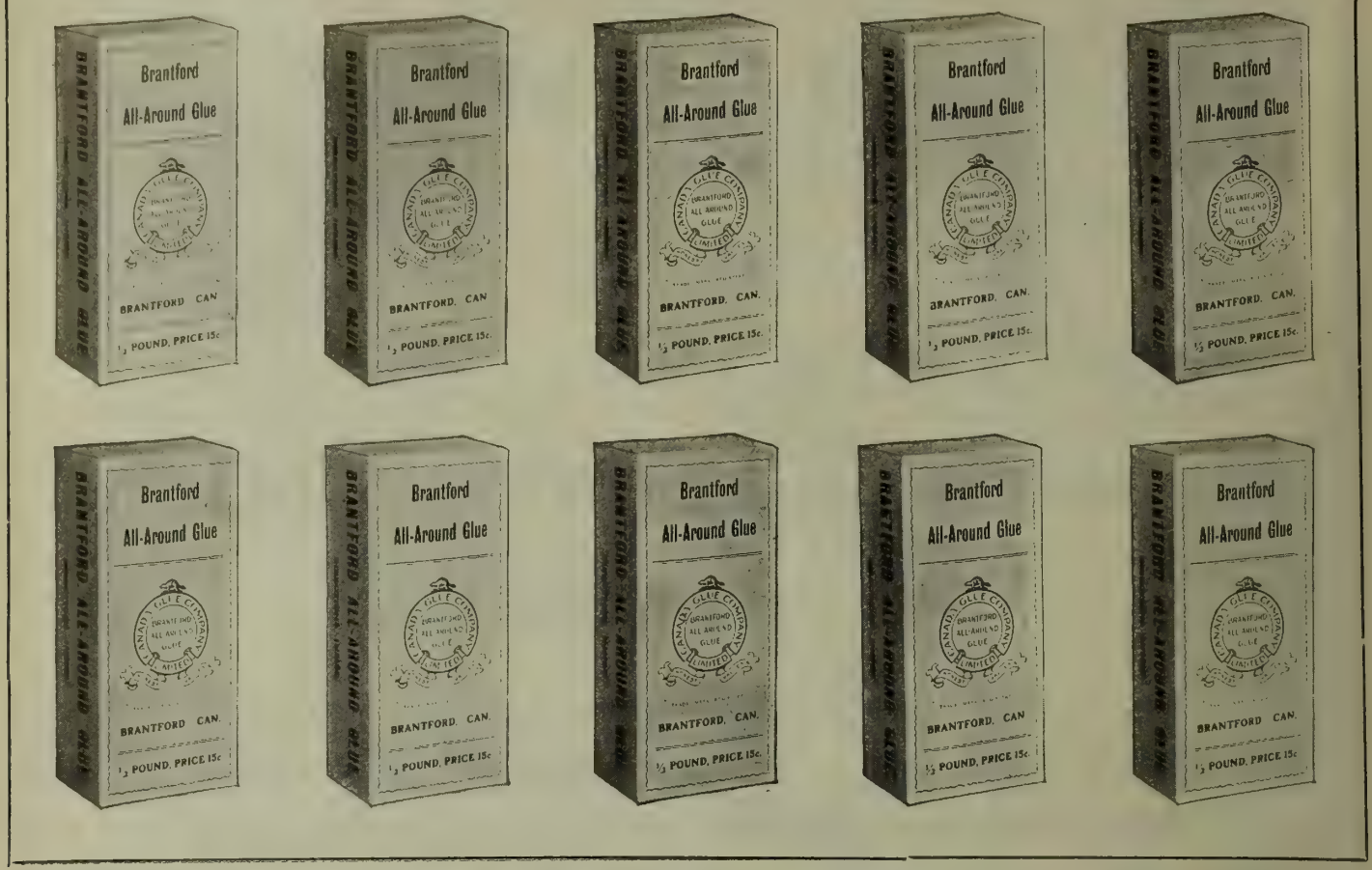
Just the season for them. The very thing to heat cool rooms, or for cooking.



Price $4.00 per dozen net.

Caverhill Learmont & Co

MONTREAL and WINNIPEG



NEWHOUSE TRAPS



THE
NEWHOUSE
is the best trap made.
Used by professional trappers.
Every trap warranted Sure to Go and Sure to Hold.
Furs are bringing high prices. Trappers are planning bigger lines of traps than ever. This year will be the largest trap year the trade has ever had. Be sure to have complete stocks this Fall. Get your share of this trade. Specify now.

ONEIDA COMMUNITY, LTD.
NIAGARA FALLS, ONT.

THE
HULL & LIVERPOOL RED OXIDE CO.
LIMITED
HULL and ST. HELENS (England)

Specialize in Red Oxides

In All Shades and of Highest Percentage
SAMPLES FROM

P. AIKMAN-JOPP, (Board of Trade Bldgs) MONTREAL

AGENTS FOR U.S.A.:
J. Lee Smith & Co., Frankfort St., NEW YORK

The "Samson" Handles

We want you to know their true value.



Only the very best selected second growth material is used to manufacture a Samson handle. The machine work is done carefully so as not to reduce the strength of the handle. They are nicely finished and attractively wrapped. The poise and patterns are as near perfect as possible. Sell the Samson line, they give satisfaction.

H. S. Howland, Sons & Co., Limited

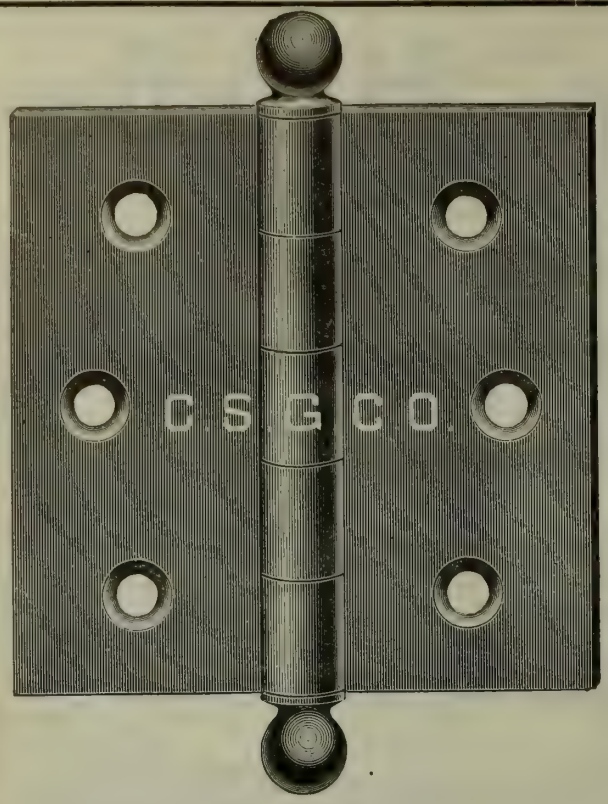
Wholesale Hardware

WE SHIP PROMPTLY

TORONTO

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.



BUTT HINGES

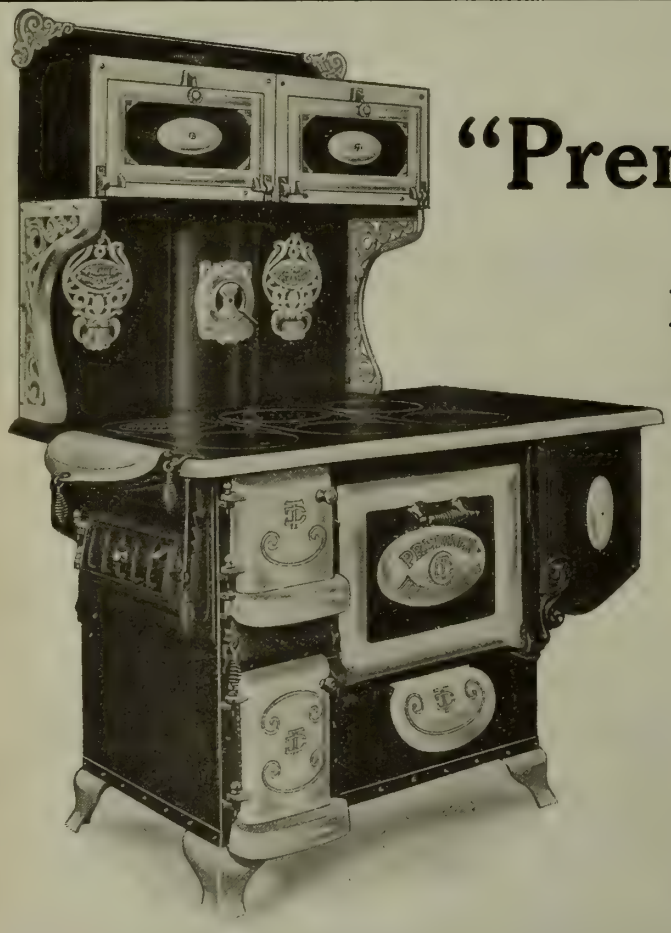
A MERCHANT in one of the most progressive towns in Western Ontario writes us (unsolicited) that the carpenters always look to see if the Crescent Brand is on the Butts and if not they won't use any other make.

LIKELY your Butt and Hinge business is not as large as it might be and

Perhaps that is the reason

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA



DAVIDSON'S "Premier Marathon" STEEL RANGE

Burns Coal or Wood

Improved Design and made with
- 18-Gauge Polished Wellsville Steel Body.
- Extra Large and Well-Proportioned Fire Box.
- New Duplex Draft.
- Square, Roomy Oven
- Cast Iron Smoke Flue.
- Exceptionally Heavy Top.
- Ventilated Base.
- Plain, Heavily Nickeled Trimmings.

Can be supplied on feet or base, in four sizes and numerous styles.

Write for Booklet with Prices and Illustrations.

The Thos. Davidson Mfg. Co.,
LIMITED

MONTREAL - and - WINNIPEG

DISSTON PROGRESS

1840. Henry Disston made but *few* saws a day.

1850. Made *some* dozens each of various kinds of saws per day.

1860. The Disston Saw Works turned out *hundreds of dozens* of saws per week.
1865. Factory destroyed by fire—rebuilt immediately.

1870. Sales increased to *thousands of dozens* per month. Factory again destroyed by fire and rebuilt.

1880. Mounted up to *tens of thousands of dozens* per month.

1890. Leaped to *hundreds of thousands of dozens* per year.

1900. *Millions* of saws of various patterns were made and *sold*.

1910. Sales still increasing and the demand for Disston brand of saws and tools unprecedented.

THE REASONS: Integrity, persistence, courage, enterprise, knowledge, all united in a constant effort to manufacture and deliver the *best* saws for every purpose which it lies within human power to produce.

HENRY DISSTON & SONS
INCORPORATED
Keystone Saw, Tool, Steel and File Works — PHILADELPHIA, PA., U.S.A.

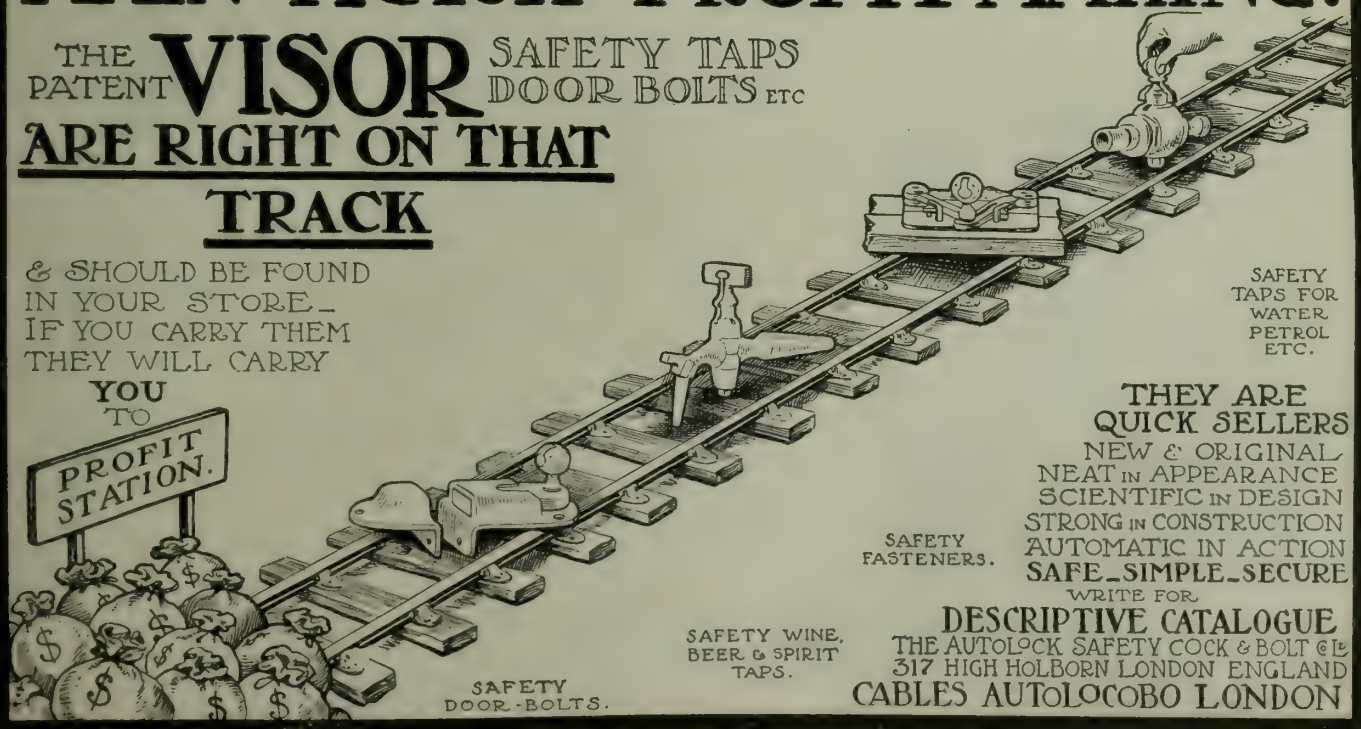
CANADIAN WORKS:
Fraser Avenue
Toronto :: Canada

YOU MUST KEEP ALONG THE MAIN TRACK TO PROFIT-MAKING.

THE PATENT **VISOR** SAFETY TAPS DOOR BOLTS ETC

ARE RIGHT ON THAT TRACK

& SHOULD BE FOUND IN YOUR STORE. IF YOU CARRY THEM THEY WILL CARRY YOU TO PROFIT STATION.



THEY ARE QUICK SELLERS
NEW & ORIGINAL
NEAT IN APPEARANCE
SCIENTIFIC IN DESIGN
STRONG IN CONSTRUCTION
AUTOMATIC IN ACTION
SAFE-SIMPLE-SECURE

WRITE FOR
DESCRIPTIVE CATALOGUE
THE AUTOLOCK SAFETY COCK & BOLT CO LD
317 HIGH HOLBORN LONDON ENGLAND
CABLES AUTOLOCOBO LONDON



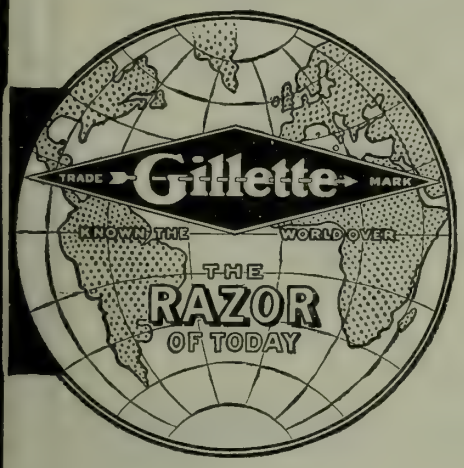
DON'T LET THE BOGIE of Competition eat up your profits.

The dealer who carries Community Silver and Reliance Plate need not fear competition, because he cannot be harmed by it.

Both Community Silver and Reliance Plate are sold only on a restricted price basis. Hence cut-throat competition is avoided and every sale counts—yields a sure and generous profit.

ONEIDA COMMUNITY, LTD.
ONEIDA, N.Y.

Foresight *Versus* Hindsight



(Night Telegram)

Dec. 15, 1909.

GILLETTE SAFETY RAZOR CO., LTD.
Montreal.

Express immediately twenty-four four sixty; twelve four sixty B; thirty-six five-o-one; twelve combination double o.

STILL, WAITE & Co.

(Telegram)

STILL, WAITE & Co., Dec. 16, 1909.
Pastime, Canada.

Cannot make delivery before January fifth. Sorry.
GILLETTE SAFETY RAZOR CO., LIMITED.

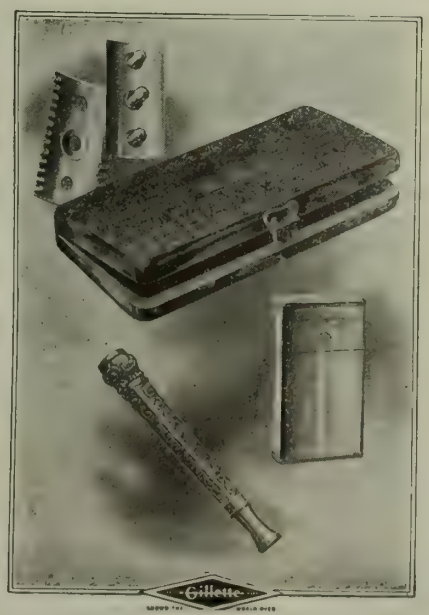
Telegrams like this came thick last December, from dealers who perceived the strength of the Christmas demand for GILLETTES through their "hindsight," and we had to answer somewhat as above.

We were sorry—mighty sorry—but our plant was running to capacity 24 hours a day, and we couldn't do any more. We were unable to fill, in time for the holiday trade, a good share of the orders received during the last six weeks before Christmas.

We hope to do better this year, but the way orders are pouring in now we cannot promise to take care of rush orders received during the last few weeks.

Already we are booking orders for November and December delivery, from dealers who have foresight. On these orders we can guarantee delivery on time.

If you want to be sure of reaping the full benefit of the Christmas rush for GILLETTES (which will be stronger this year than ever before) you cannot order too soon—and you cannot afford to order too late.



Gillette Safety Razor Company
of Canada, Limited

Office and Factory—
63 St. Alexander St., Montreal

Bell Brand Horseshoes

TRADE MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited	BELLEVILLE
Toronto Bolt and Forging Company, Limited	SWANSEA, SUNNYSIDE
Gananoque BoltCompany, Limited	GANANOQUE
Brantford Screw Company, Limited	BRANTFORD

Head Office - - - - - TORONTO, ONTARIO

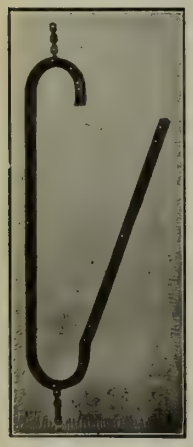
Simonds "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. Montreal, P.Q., Vancouver, B.C., St. John, N.B.



Patent Pending
OPEN

Beath's Stanchion Cow Tie

A MARVEL OF SIMPLICITY, STRENGTH and RELIABILITY

Excels in Every Point—Good Appearance—Absolutely Noiseless—No Springs—Sanitary
Made of High Carbon U Bar Steel—Extra Heavy
Hinge and Lock Simple, Easy working and Strong—No trappy mechanism to get out of order

Every farmer building new barns or remodelling their stables should adopt Beath's Stanchion Cow Tie. Used and endorsed by leading stock men everywhere.

There's Money in this Line for the Dealer!

Write for prices and discounts. **W. D. BEATH & SON, Limited** TORONTO Canada



Patent Pending
CLOSED

The Most Extensively Advertised Oil Consuming Devices on the Market

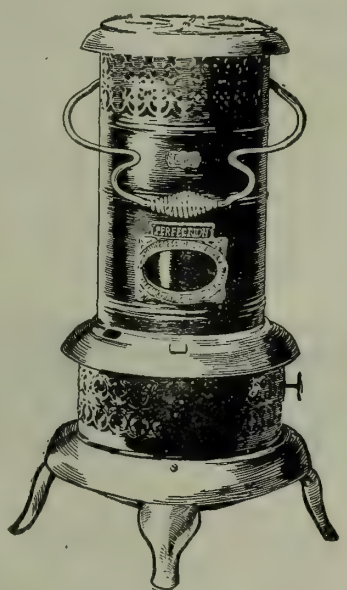
They are the best that inventive ingenuity and manufacturing skill can produce. No time or expense has been spared in embodying in them every possible improvement.

THEY ATTRACT TRADE **THEY SELL THEMSELVES**



Rayo

The Rayo Lamp is a well-constructed, handsome, center-draft lamp of unusual light-producing power. Made of brass and beautifully nickeled. An ornament anywhere.



Perfection Smokeless Oil Heater

The Perfection Smokeless Oil Heater is acknowledged to be the only oil heater that really is perfection. It is an easy seller. Does all that is claimed for it and always satisfies the purchaser.



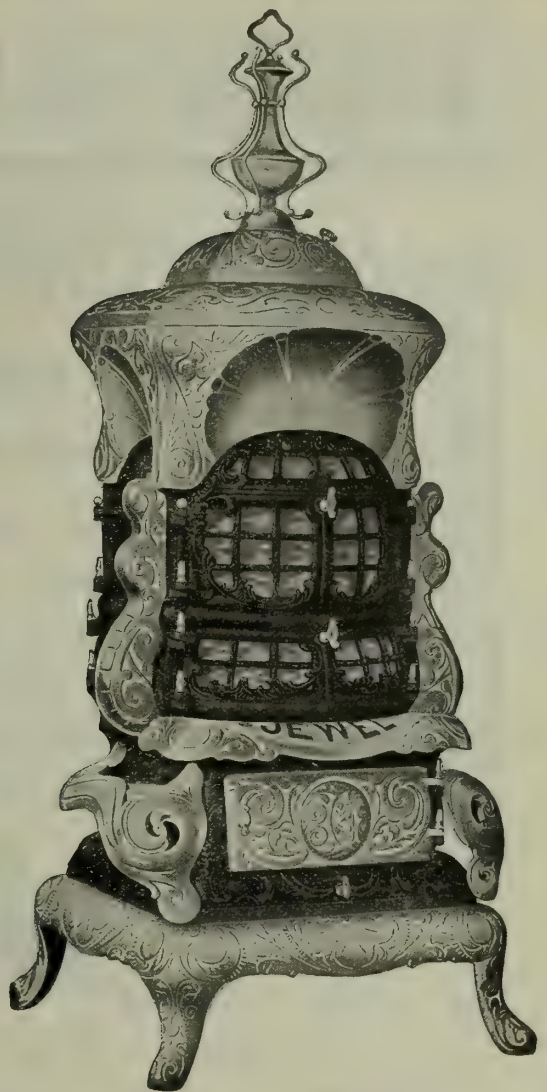
New Perfection
WICK BLUE FLAME
Oil Cook-stove

TheNew Perfection Wick Blue Flame Oil Cook Stove is the best device for cooking that is made. Smokeless, odorless, convenient, attractive.

You do not have to hammer at your customers in order to induce them to buy. Our long and extensive advertising campaign has caused the New Perfection Wick Blue Flame Oil Cook Stove, the Perfection Oil Heater and the Rayo Lamp to be recognized as standard fixtures of the well-appointed home.

If your jobber does not handle these goods, write for descriptive circulars and prices to

The
Queen City Oil Company, Ltd.
TORONTO



Jewel Stoves and Ranges
Jewel Heating Stoves

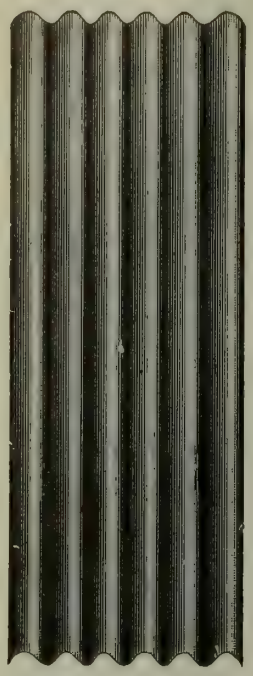
This is the time dealers are placing their orders for Heating Stoves. The Fall rush will soon be on, when everybody will want stoves.

The Ideal Jewel shown here is probably the handsomest Heating Stove made in Canada. It is a Self-Feeding Base Burner and Double Heater that works perfectly and gives a great amount of heat with a small consumption of fuel.

We manufacture Heating Stoves of all kinds for Hard or Soft Coal or Wood. Some of them are the Modern Jewel, Acme Jewel, Quebec Jewel, Standard Jewel, Grand Jewel and Jewel Oak, for coal. Also the Jewel Triple Heater, Little Giant, Sunlight and Hickory Box, for wood.

The Burrow, Stewart & Milne Co.
LIMITED
HAMILTON, ONT.

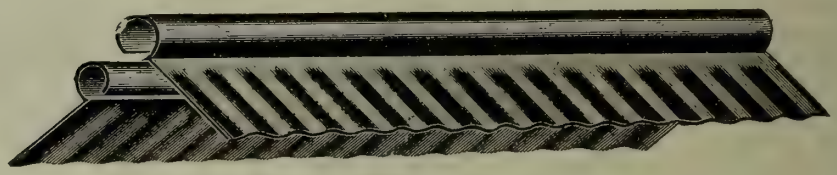
CORRUGATED GALVANIZED SHEETS



Sheets in all sizes and gauges.

Uniform in Thickness Heavily Galvanized

The wet weather will soon be at hand, the season when corrugated iron is used. We have been preparing for this season and have a large stock of sheets.



Corrugated Ridge Roll

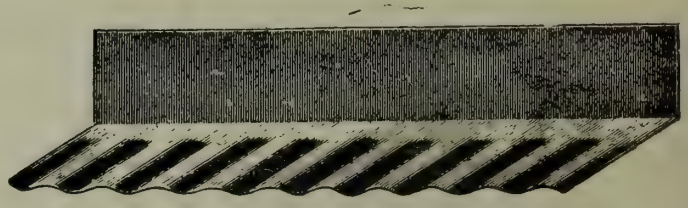
Easily adjusted—just what you require.

Galvanized Nails



These nails have a specially large head, extra strong and barbed half-way up from the point.

Also Lead Washers.



Corrugated End Wall Flashing

For use with Corrugated Sheets.

McClary's

London Toronto Montreal Winnipeg Vancouver
St. John, N.B. Hamilton Calgary Saskatoon

INVESTMENT OPPORTUNITY
FOR HARDWARE MERCHANTS

A Company doing a very large wholesale and retail hardware business in Montreal, with a present Capital of $200,000.00, require $100,000 of additional Capital.

This money will be used for making purchases in *cash*, and to provide for *increased business*. It may be secured in allotments of either

6% Bonds or
7% Preference Stock

The net average annual profits during the years 1902-1907 were 12%. During the last three years profits had increased to 14%.

These figures, which may be verified by any intending investor, show the Company to be progressing rapidly.

This is an ideal investment opportunity for retail hardware merchants. They are familiar with the class of business being done and can understand fully the statements made by the Company from time to time.

FOR FULL PARTICULARS APPLY AT ONCE TO

Box 1033, Hardware and Metal

143-149 UNIVERSITY AVE. : : : TORONTO

It Pays For Itself

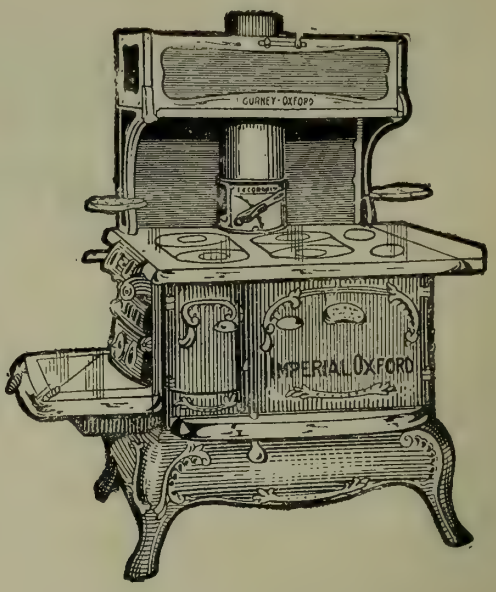
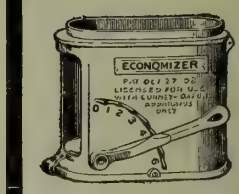


Figure it out in dollars and cents. If you can make five tons of coal last as long as six tons and with coal at $6 00 a ton, don't you make $6.00 clear. Now the cast iron range illustrated will save 20% of your fuel when hard coal is burned. It is fitted with that greatest of modern stove improvements the

GURNEY-OXFORD ECONOMIZER

It is a device that is put on Gurney-Oxford Stoves alone, and in putting them out for your inspection we feel justly proud of the choice we have made in selecting this line of satisfaction giving stoves. Look them over on our floors.





THIS is another of the advertisements running over the signature of Gurney-Oxford dealers. This appears in nearly 100 papers in Ontario alone. A few in which you can see them are:—THE TIMES, Picton; THE ADVOCATE, Exeter; THE JOURNAL, Gananoque; THE SPECTATOR, Hamilton; THE INTELLIGENCER, Belleville; THE OBSERVER, Tillsonburg.

If you are interested in our advertising proposition, drop a card to

The Gurney Foundry Co., Ltd.

500 King Street West, Toronto

Monarch
MALLEABLE
The "Stay Satisfactory" Range

A Perfect Range Would Be Built With Malleable Iron

By using Malleable Iron in preference to cast iron in building MONARCH Ranges, we have obtained two advantages. First:—The toughness of the metal permits a construction that gives a better service to the user. Second:—The same feature prevents breakage in shipping and in use. Malleable iron is unbreakable and can be worked cold under the hammer—that's how we can make such a firm construction.

The Malleable Iron frames on the MONARCH are jointed to the steel body with rivets or malleable lugs. This connection is solid and permanent. If we used cast iron it would be necessary to make the joints with stove bolts and caulk them with stove putty, which at best makes only a temporary connection. With the constant expansion and contraction of the iron, the stove putty loosens and falls out, thereby creating air leaks into the flues, which lessens the efficiency of the range.

The MONARCH oven is held in L-shaped Malleable Iron frames. With this riveted construction the joints of the oven to the steel body are practically air-tight and so rigid that they cannot open up, even after years of service. It is impossible for "air leaks" through joints like these.

The top frame being of Malleable Iron, is drawn down into the top of the steel body under pressure and riveted into place. There is no stove putty used in this joint—it is tight without it.

By making the plates and covers of Malleable Iron they will not crack or break, even when made of less thickness than those of cast iron. Nor will they warp with even three times the service that would ordinarily ruin cast iron.

All doors and door frames are of Malleable Iron. We use Malleable Iron in the MONARCH Range only where it will increase its actual value to the dealer and to the user of the Range.

How We Are Specialists

Instead of making all varieties of cook stoves, cast and steel ranges of different patterns, heating stoves and furnaces, our entire organization and equipment is employed wholly in making MONARCH Malleable Ranges.

There is but one quality, and as the operations in making all sizes of MONARCH Ranges are identical, every workman becomes an expert in the line of work he performs. By this specializing we can give you the MONARCH Range at practically the same price that you pay for a cast iron range that might be classed as a first-quality-article in its line.

A proper retail price can be maintained on MONARCH Ranges, for our specializing is to your advantage when you show how the range is made and why Malleable Iron is used.

"Our Plan"

We offer you an assistance in selling MONARCH Ranges by working directly with your customers. Not by simply mailing a few disconnected circular letters to a promiscuous list, but by a good application of salesmanship on parties who have given some indications of being in the market for a range, thus making sales you otherwise would not get. We originated this plan of assistance several years ago. It has been copied by other manufacturers, but never successfully, for it can apply only to MONARCH Ranges—a line of one quality throughout—from which our selling arguments are taken.

We have plenty of evidence to support every claim set forth here and we ask any dealer who will concede that there is a possibility for his trade in ranges to be improved, to write us for our catalogue, prices and full information regarding "OUR PLAN" of assistance.
MONARCH Ranges are now delivered from warehouse stock at Winnipeg with prices quoted F.O.B. that point.

MALLEABLE IRON RANGE CO.
Beaver Dam, Wisconsin

Whenever you Want

To SELL A BUSINESS

BUY A BUSINESS

HIRE A CLERK

LOCATE A NEW POSITION

or get into touch with the whole hardware trade for any other purpose—try a Hardware and Metal Want Ad.

Rates, payable in advance:

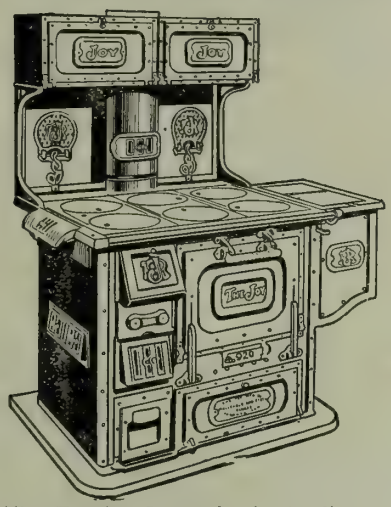
2 cents per word first insertion
1 cent per word subsequent insertions
5 eents additional each insertion when box number is required.

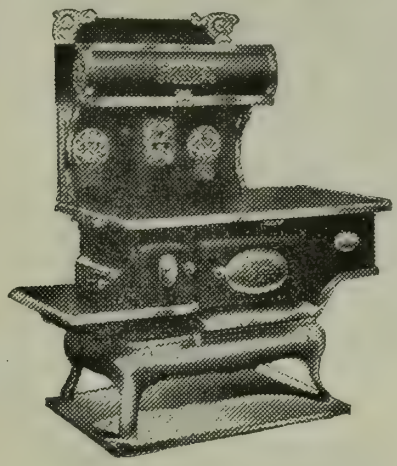
For a few cents you can introduce your proposition to nearly everyone interested in the Canadian Hardware Trade.

ARE YOU HANDLING **Our Three Leaders?**

The Empire Queen
The Empire Steel
The Joy Malleable







The Empire Queen is the leading cast range, and is guaranteed. It has every up-to-date convenience—thermometer, coal grates on slide, handsome nickel dress and plain smooth castings.

The Empire Steel is a range that is built to wear, and comes in a handsome nickel dress. It has a perfect fire box, two flues, a large boiler door, as well as a quick heating and interchangeable reservoir.

The Joy Malleable is a range that will not warp, crack or break. It is manufactured in four different sizes and is the most perfectly constructed range made in Canada. It embodies all modern improvements and features.

The Canadian Heating and Ventilating Co., Limited
OWEN SOUND, ONTARIO

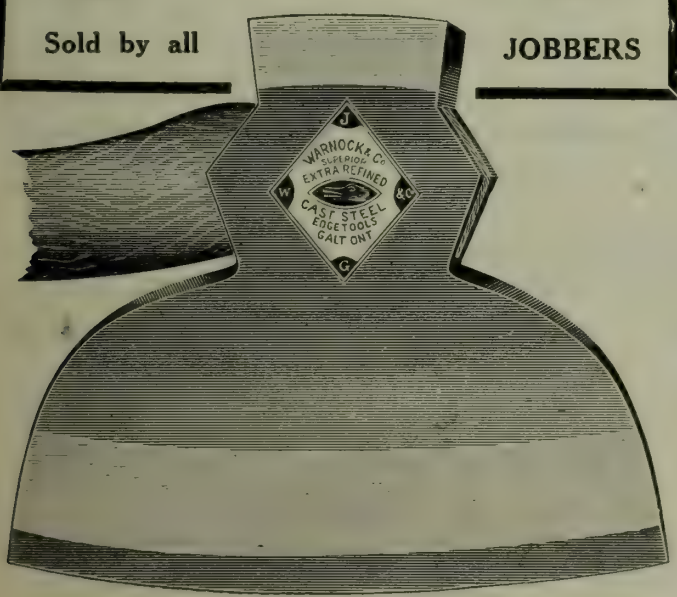
Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man. M. C. Drew & Son, Vancouver, B.C.

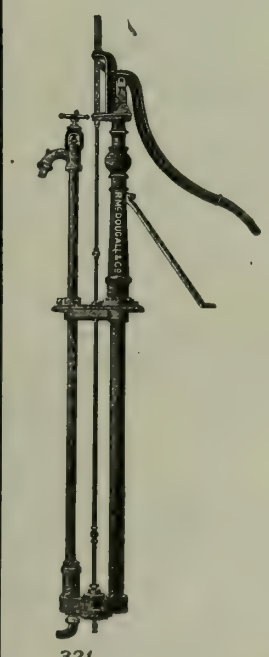
Flawless in Quality. Attractive in Finish.

These are the distinguishing features of the Allan Hills line of Edge and Lumbering Tools. Every tool guaranteed perfect through and through.

Allan Hills Edge Tool Co.
LIMITED
GALT - - ONTARIO

Sold by all JOBBERS





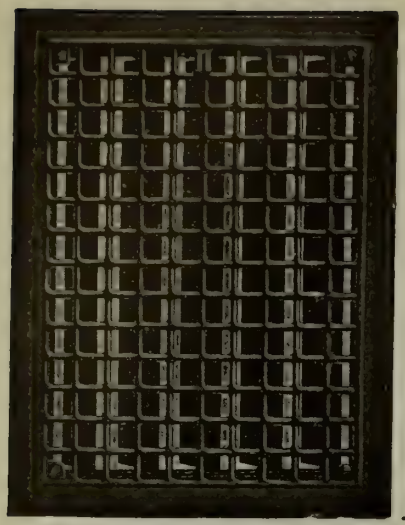
321

Orders on hand are heavier than we have ever known heretofore, but we have room yet for a number of new customers who will swell the ranks of satisfied users of

McDougall Pumps

We tell the same old story of quality first and price as easy as possible for you. Come, let us get together. "Aremacdee" is a guarantee.

The R. McDOUGALL CO.
Galt, Canada LIMITED



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed. Non-breakable. Largest Air Space. Low Prices.

Get our Catalogue.

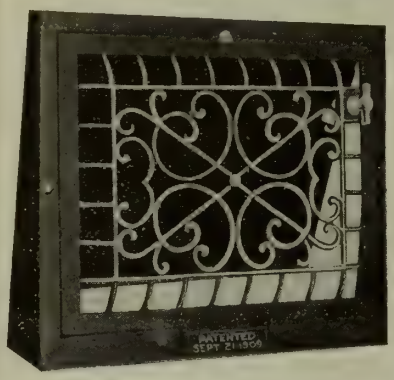
The HART & COLLEY CO.

Factories:
NEW BRITAIN, CONN.

Selling Agents:
GURNEY FOUNDRY CO.

Montreal, Toronto, Winnipeg, Vancouver and Calgary





"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

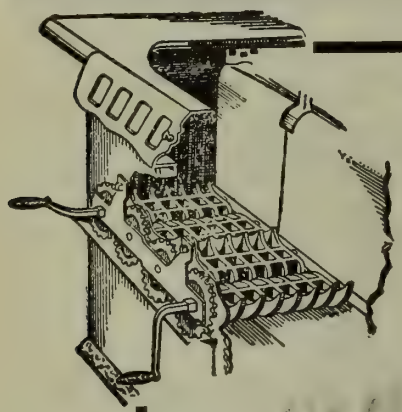
Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



The Range With the Irresistible Selling Point!

Every range is only just as good as its Grate, and the

"Champion" Range

recommends itself because of the "Champion" Grate! This grate, with the cross-wise, non-warping bars, operates in two sections, and gives better combustion than any other grate, because it is more open, and more easily shaken and cleared.

Ask for Catalog and full particulars.

D. J. BARKER & CO. - Picton, Ont.

Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at

Montreal, Que. Hull, Que.
Marlbank, Ont. Belleville, Ont.
Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

Head Office:

Montreal

Sales Offices:

Montreal - - Toronto
Winnipeg - - Calgary



The Moorish Sidewall Register

The Bull's Eye of Perfection

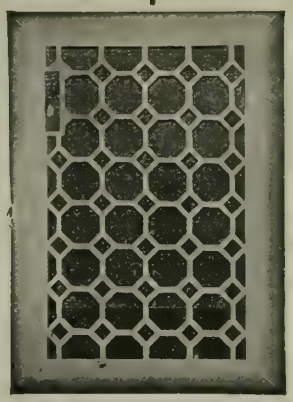
REGISTERS, FACES, BORDERS

"Made in Canada" Our new plant is in full working order making all known sizes, shapes and finishes.

Prices Rock Bottom

The Canadian Ferrosteel Company

Bridgeburg - - - Ontario



The New Convex Reversible Wafer



Made in Ladies' and Gents' Sizes in Nickel, Oxydised, Blue Steel and Silver: also with Metal Dials (Gilt or Silvered).

THE "TORPEDO" WATCH

(KEYLESS LEVER)

Prices from $9.00 per dozen. A SEVEN YEARS' GUARANTEE is given with each watch.

A SHOW CASE as specified below supplied FREE OF CHARGE with the First Order of not less quantity than Six Dozen Watches. Hanging show cards given with any size order.

Frame:—Moulded Ebonized Wood. Lining:—Blue Velvet. Lettering at top of case in Gold Block Type. Two Hangers at top of case and one at bottom. Padlock and key at side. Case holds 36 watches. Dimensions:—Height 34 inches. Width 12 inches.

Each Watch is packed separately in a strong box, which can be used to return watch for repair or exchange if necessary as per terms of guarantee. Agents wanted.

PRICE LIST OR SAMPLES ON APPLICATION. PLEASE MENTION THIS PAPER.

SOLE PROPRIETOR **LOUIS NEWMARK, 246 St. James Street, MONTREAL**

English Offices:—109 Hatton Garden, London and at Chaux de Fonds, Switzerland

Get the Local Agency for

MONARCH DIAMOND

HIGH GRADE THE DIAMOND LINE RIGHT PRICE

Planished Steel Ranges



It will pay you better profits than any other because Monarch Diamond Ranges have exclusive points of construction that appeal irresistibly to careful householders.

They burn any kind of fuel. They have large, roomy ovens that cannot warp or be in any way affected when in use by cold air currents along the floor or elsewhere. The BODY is THREE-PLY—two layers of heavy steel between which is a layer of asbestos. The FIRE-BOX is splendidly proportioned and is fitted with easily-removable duplex grate bars. The Front Key Plate is hinged, allowing access to fire for broiling, etc. Reservoir holds three pails of water, is made of heavy planished steel retinned inside. Fire Door is extra large; takes in rough wood; it is made double, outside nickel which does not tarnish.

You will look a long time before you come across any range equal in value to the Monarch Diamond.

Write us at at once for Catalog and Discounts.

Butterworth Foundry

LIMITED

OTTAWA - - CANADA

METALS

Iron and Steel

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

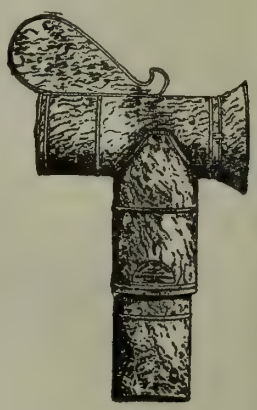
A Common Sense Talk

AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR J. W. HARRIS VENTILATORS.

THE VENTILATOR ITSELF IS AN ORNAMENT, and can be made to suit the character of the building, either as to size or as to quality of material.



McFARLANE & DOUGLAS,
Galvanized Iron Workers

OTTAWA, Dec. 12th, 1905

J. W. HARRIS MFG. CO., Ltd.,
Montreal.

GENTLEMEN:—Replying to your inquiry re "J. W. HARRIS ROTARY VENTILATORS," we are pleased to state that the "J W. HARRIS ROTARY VENTILATORS," purchased from you have given every satisfaction, we have not had a single complaint so far.

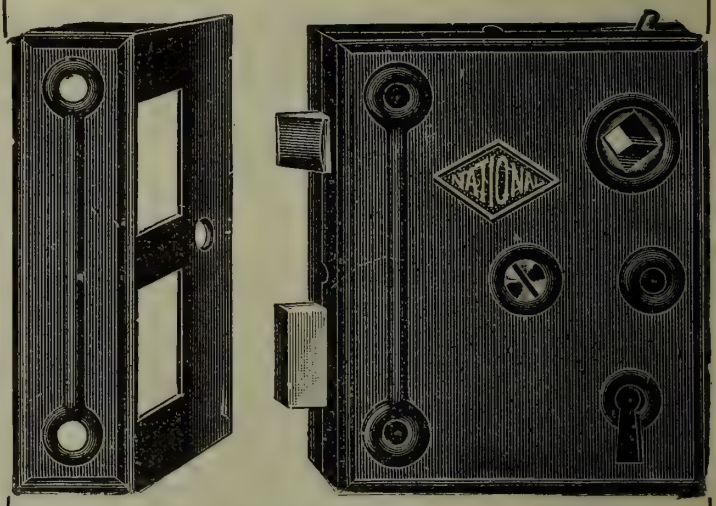
We remain, Yours truly,
McFARLANE & DOUGLAS,
250 Slater Street.

Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. Harris Mfg. Co., Ltd.
GENERAL CONTRACTORS and MANUFACTURERS
Montreal

When stocking up with



STEEL RIM LOCKS

insist on having the

National Brand

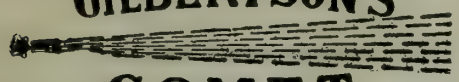
No others are quite as good

Made in Canada

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA

If you have never bought

GILBERTSON'S



COMET

Galvanized Sheets

Why don't you give them a trial?

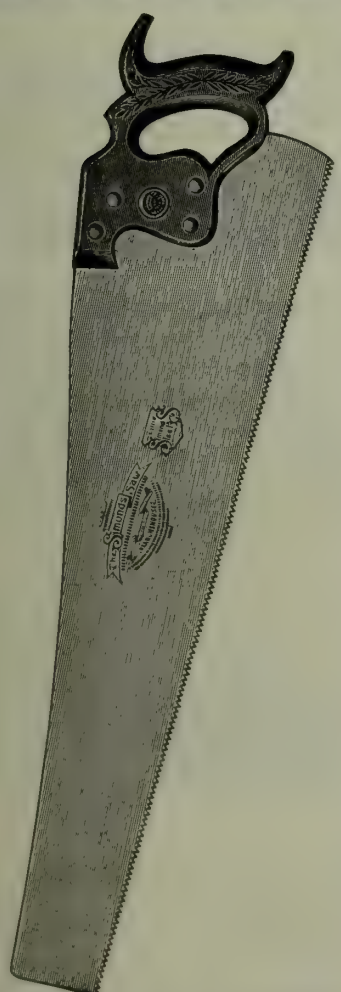
Don't take any other brand.
Insist on getting "Comet."

Sole Canadian Sales Agent:

ALEXANDER GIBB,

13 St. John St. — *MONTREAL*

SIMONDS



There is no saw made that has a more complete guarantee of quality than the SIMONDS. Every Dealer and Jobber should have our Catalogue and discounts.

Simonds Mfg. Co.

FITCHBURG, - MASS.

Branches throughout the United States and Canada.



THE WHITE MOP WRINGER COMPANY

offers the **Largest Line of Mop Wringers** in the **World.** Latest improvements. Up-to-date.

Satisfaction Guaranteed

The Best Mop Wringer

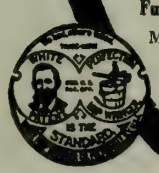
Why? Because easiest to operate, wrings driest, and is the most durable on the market. Adapted to sheet iron or wooden pails. Free display rack. Liberal discounts. Write to-day for catalogue

MADE IN CANADA

WHITE MOP WRINGER CO.

Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively





This Trade Mark Insures Genuineness Originality Perfection Satisfaction

"We will never be buried with the unknown dead---we ADVERTISE. There's the whole thing in a nutshell ---we ADVERTISE; and, therefore, we CANNOT be unknown."

JUST THE THING FOR THE SUMMER HOME



Neat

—

Compact

—

All Metal

—

Sanitary

—

Ventilated

—

In every situation where connection with a drainage system is impossible, the

DAISY

Indoor Sanitary Earth Closet

fills a long-felt want.

Being made entirely of metal, except the seat, no odours can permeate it, and it is easily set up.

A line every hardware man should push.

PRICE $10.00

LIBERAL DISCOUNT TO THE TRADE.

The Toronto Furnace and Crematory Co., Limited

72 King St. East, - Toronto



DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BUILDERS' SUPPLIES.

Bell Phone 3033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.

Board of Trade Building

39 St. Paul St., - QUEBEC

CLIPPERS.

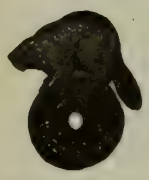
PRIEST'S CLIPPERS THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., USA

Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

FEED COOKERS



MAKE MORE MONEY

Put in a stock of

FEED COOKERS

We make all sizes

Write

JAMES & REID

PERTH, ONT.

for catalogue and prices.

FILTERS.

Anti-Splash Tap Fitters

The "Galvo" Filter and Water Steriliser

"Perfection" Fire Extinguishers

There's good money in them for hardware dealers.

Write for Prices.

The Anti-Splash Filter Co.

OWEN SOUND - - ONTARIO

FLOOR SPRINGS.

The Best Door Closer is

Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS

Hospital St. - - - - Birmingham

GLASS CUTTERS.



Barrett's Standard Glass Cutters

in 22 different styles.

Order from your jobber or write direct.

W. L. Barrett, Mfr., Bristol, Conn.

HARDWARE SPECIALTIES.

HARDWARE SPECIALTIES

WE LEAD, ALL OTHERS FOLLOW. Manufacturers of Sprayers of all kinds, Asbestos Stove Pipe Thimbles, Heating Drums, Heating Stoves, Ash Sifters, Sifter Shovels, Nestable Stove Pipe, Gas Ovens, Steam Cookers, Gas Hot Plates, Toasters, Mats, Horse Singers, Safety Candle Lanterns, Kitchen and Wire Goods of all kinds. Quality is remembered a long time after price is forgotten.

THE COLLINS MFG. CO. - TORONTO

HORSE COVERS.

Birkmyre's Waterproof Horse Covers

SOLE MANUFACTURERS

The Gourock Ropework Export Co,, Limited

(of Scotland)

Montreal 28-30 St. Peter St.

Winnipeg; 132-134 Portage Ave, East

MANUFACTURERS' AGENTS.

Western Distributors, Limited

CUSTOMS BROKERS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY

SASKATOON, WESTERN CANADA

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,

13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

THOS. SONNE, SR.

Manufacturer of

Awnings, Tents, Sails, and Flags of all Nations, Waggon Covers, Horse Covers, Inside Spring Roller Shades, Coal Bags, all kinds of Tents on Hire, Tarpaulins and Oil-Skin Clothing, Hoist Ropes fitted up at shortest notice.

193 Commissioners Street

Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

J. M. KAINS & CO.

MANUFACTURERS' AGENT

88 Pender Street W., VANCOUVER, B.C.

Open to represent a first-class Hardware Specialty. Highest References.

MANUFACTURERS' AGENTS.

T. W. HEMPHILL & CO

Manufacturers' Agents

Building Supplies and Building Hardware

831 Powell St. VANCOUVER, B.C.

Correspondence Solicited. Highest References

We have competent Salesmen.

Best Facilities for Distributing and Storing

M. B. ANTHONY & O.

MANUFACTURERS' AGENTS

503 Mercantile Bldg. VANCOUVER, B.C.

Correspondence solicited.

RIVETS AND STEEL PRODUCTS.

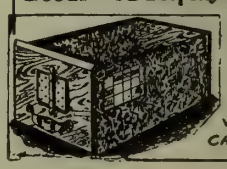
The PARMENTER BULLOCH CO., Ltd.

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

write for Catalogue and Price List.

CAMERON and CAMPBELL Toronto

SHELF BRACKETS.



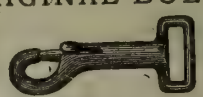
Will Hold Up a Shelf

That's what a shelf bracket's for For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO., NEW HAVEN

THE ORIGINAL BOLT SNAP

No. 20 TROJAN



All Sizes

Extra wide loop, suitable for double straps. Large, Heavy Hook. Recently remodelled.

Covert Mfg. Co., Troy, N.Y., U.S. A.

SOLDER

METALS

We are Manufacturers. Large Stock. Prices Right.
We will be pleased to quote you.
Our New Phone No. Main 7930
THE CANADA METAL CO., LIMITED
TORONTO, ONT.

STRAPPING HOOP IRON.

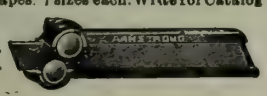
J. N. WARMINTON
207 St. James St., Montreal
Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

TOOLS.



ARMSTRONG CUTTING-OFF TOOLS are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shapes. 7 sizes each. Write for Catalog



Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U. S. A

VENTILATOR.

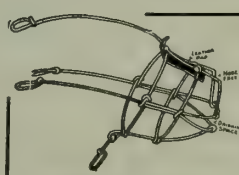


Ventilators and Chimney Cowls
My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

CARRIAGE SPRINGS & AXLES
ANCHOR BRAND



THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.



DOG MUZZLES
Best on the market. Adopted by all Boards of Health as the best and most humane. Wholesale and retail. Send for prices. All sizes in stock No 1 to 6. Manufactured by
North Bay Wire Works - North Bay, Ont.

THOMPSON & GUNN

Manufacturers of the famous "ALASKA" and "BONANZA" Steel Ranges, can now supply the Alberta and British Columbia trade from their Vancouver stock.

These ranges are made in six different styles and have every modern improvement. They give satisfaction to the customer and are profitable to the dealer.

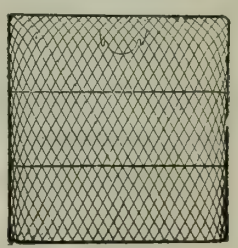
Write for catalogue to our office at
937 Westminster Avenue
VANCOUVER, B.C.

When writing advertisers kindly mention having seen the advertisement in this paper.

SPARK PROOF FIRE GUARDS AND FENDERS



We are the largest manufacturers of these goods in Canada. Our line is complete and of the highest quality. Do not fail to get our prices before ordering. Send for special catalogue.



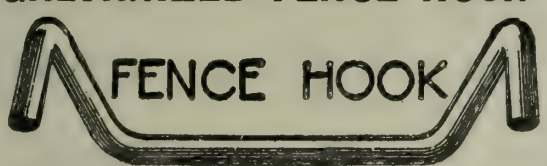
Canada Wire Goods Mfg. Co., Hamilton, Ont.
We manufacture all grades of Wire Cloth and General Wire Work.
We solicit your Inquiries.

Sharratt & Newth's Glaziers' Diamonds
are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont

The Toronto Plate Glass Importing Co., Limited
(HILL & RUTHERFORD, Managing Directors)
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS
Works: Don Speedway, also Victoria St., - - - TORONTO



Some good reasons why you should sell our Trough and Conductor Pipe

We no longer make trough on a brake. The ordinary way is not good enough for us. But we make it by an improved method. Each length is made on a heavy power press *over the same form* so that they are *exactly alike*. Uniformity of shape, accuracy of fit are therefore assured.

No other maker of trough in Canada is using this improved method. Please remember that fact when ordering trough.

Also remember that our trough is *easier to erect* and *requires less* solder, thus saving you time and money.

You can have trough made by this improved method in any gauge of steel, and with square or round bead. We make a specialty of circular trough, curved any radius you desire.

We make our *Conductor Pipe* just as carefully and accurately as we do our trough. So if you want superior trough and conductor pipe at very reasonable prices, just write us for quotations.

METAL SHINGLE AND SIDING CO., Limited

Branch Office and Factory, Montreal, P.Q. **PRESTON, ONTARIO**

Our goods are carried in stock at the following centres: St. John, N.B., Emerson & Fisher; Quebec, J. A. Bernard; Toronto, G. P. Breckon & Co.; Winnipeg, Clare and Brockest; Calgary, Ellis & Grogan; Vancouver, Wm. N. O'Neil & Co.

THE STEEL COMPANY OF CANADA, Limited

DOMINION WIRE MANUFACTURING CO.—BRANCH

BRANCH OFFICE:
MONTREAL

WORKS:
LACHINE

Iron and Steel Wire
ALL KINDS—ALL SIZES

Wire Bale Ties
CUT TO ANY DESIRED LENGTH WITH LOOP ON ONE END

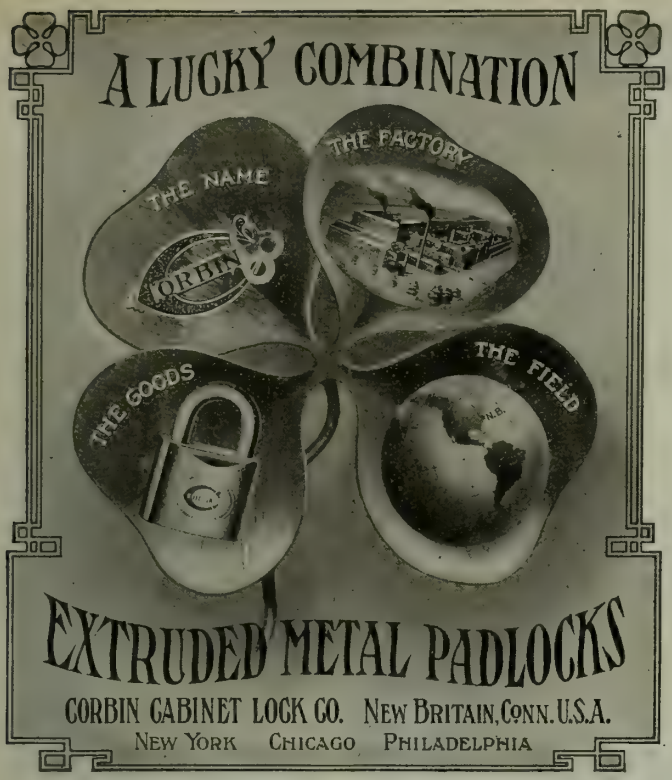
Brass and Copper Wire
FOR MECHANICAL AND ELECTRICAL PURPOSES

Dominion Field Fence
FOR FARM AND RAILROAD USE

Wood Screws
IRON AND BRASS—FLAT, ROUND AND OVAL HEADS

BRIGHT WIRE GOODS - JACK CHAIN - COTTER PINS
WIRE COAT and HAT HOOKS - WIRE BARREL HOOPS
STRAND GUY WIRE - GALVANIZED CLOTHES LINE WIRE

WE HAVE EXCELLENT FACILITES FOR HANDLING CARLOAD SHIPMENTS
SEND US YOUR ORDER FOR A MIXED OR STRAIGHT CARLOAD.



CABINET, TRUNK, SUIT CASE LOCKS
AND TRIMMINGS.
MISCELLANEOUS HARDWARE,
KEYS AND KEY BLANKS.

MADE IN CANADA

CAN YOU AFFORD IT?

To do your work with second grade paper when you can have at hand the best that money can buy.

SUPERFINE LINEN RECORD

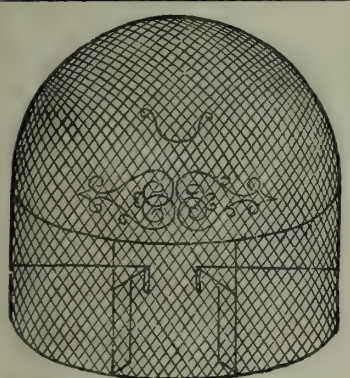
SAMPLES ON REQUEST.

THE ROLLAND PAPER COMPANY, LIMITED

HIGH-GRADE PAPER MAKERS

GENERAL OFFICES:
53 St. Sulpice Street
MONTREAL, P.Q.

MILLS AT
ST. Jerome, P.Q.



Style C Close Top Spark Guard

HERE'S A READY SELLER

In every household where open fire places are used there is an urgent demand for

Spark Proof Wire Guards

and both in the open and close top varieties GREENING'S SPARK GUARDS exactly fill the bill.

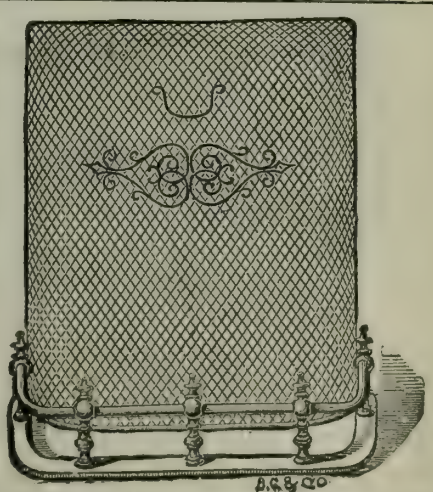
They are strongly made of 6 x 6 mesh wire cloth, and well finished, and fit the grate closely. Style "C" (illustrated) hooks on to the grate bars and style "B" stands inside the hearth.

Be ready to supply the demand for these goods.

The B. Greening Wire Co.,

Limited

HAMILTON, ONT. - MONTREAL, QUE.



Style B Square Top Spark Guard

The Thomson S.P.

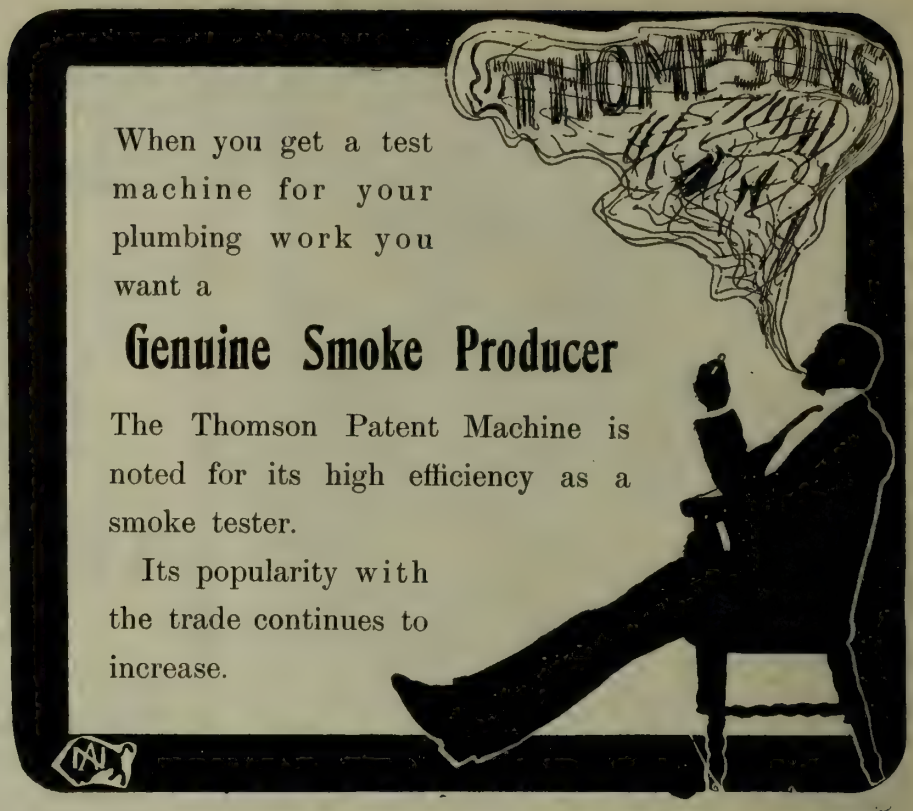
PATENT

Smoke Machine

Simple Durable Efficient



The Smoke Test is recognized as the only reliable one in testing plumbing.



When you get a test machine for your plumbing work you want a

Genuine Smoke Producer

The Thomson Patent Machine is noted for its high efficiency as a smoke tester.

Its popularity with the trade continues to increase.

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide St. W.
TORONTO

THE NEW ATKINS CATALOG

NOW READY



You should have this new book on Saws. It contains the very latest information, lists and description, covering Saws, for all purposes.

Send for It To-day

Drop a postal to the address below and we will send the book free of charge. Whether you buy Atkins Sterling. Saws or not, you should have the book on your desk Write for it now before you forget it.

E. C. ATKINS & CO., Hamilton, Ontario

United States Factory, Indianapolis, Ind.

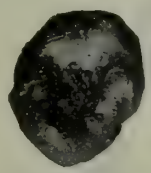
HOLLOW POINT BULLET

A NEW FEATURE IN METALLIC AMMUNITION

The hollow point increases the shocking and killing power of the bullet because of the greater mushrooming qualities over the solid lead bullet.



HOLLOW POINT BULLET
(Before Firing)



HOLLOW POINT BULLET
(After Firing)



SOLID BULLET
(Before Firing)



SOLID BULLET
(After Firing)

.44 CALIBRE

Note the cross section of the unfired hollow point bullet and its mushroomed appearance as compared with the solid bullet after being fired. Sportsmen can increase the efficiency of their rifles and revolvers in game shooting by using hollow point bullets at a trifling added cost over the old solid bullet.

UMC hollow point lead bullets come in the following sizes:

.22 Short, Hollow Point, Black and Smokeless.
.22 Long, Hollow Point, Black and Smokeless
.22 Long Rifle, Hollow Point, Black and Smokeless.
.25 Stevens, Hollow Point, Black.
25 Stevens Short, Hollow Point, Black
.32 Winchester, Hollow Point, Black and Smokeless.
.38 Winchester, Hollow Point, Black and Smokeless.
.44 Winchester, Hollow Point, Black and Smokeless.

INCREASE YOUR SALES BY BEING THE FIRST TO INTRODUCE THE HOLLOW POINT BULLETS IN YOUR CITY

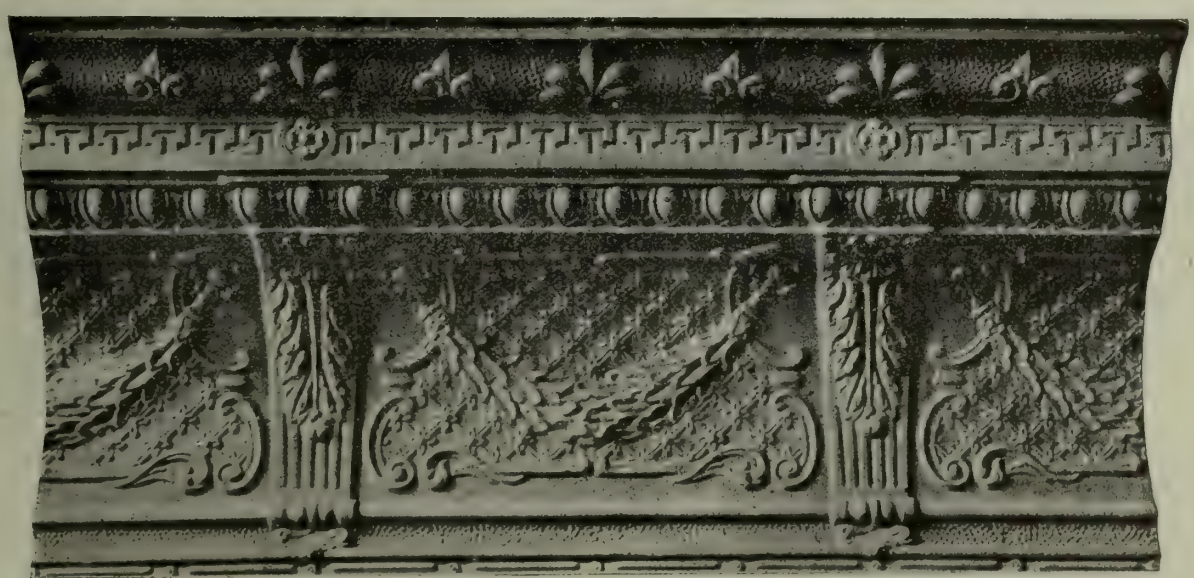
UMC and Remington—the perfect shooting combination

The Union Metallic Cartridge Company
Bridgeport, Conn.

The Remington Arms Company
Ilion, N. Y.

Agency, 299 Broadway, New York City

Same Ownership, Same Management,
Same Standard of Quality.



"Galt" Metal Ceiling

"Lead and Steel Die Process."

Notice the sharp, clear-cut embossing of this new Colonial-Empire Cornice of ours. It's an example of how carefully and faithfully the detail in our ceilings is brought out.

By our "Lead and Steel Die Process," a lead upper-die in which the pattern is kept sharp and fresh by frequent renewing, is used with a hardened-steel lower-die in which the design is moulded and beads are cut.

"Galt" Metal Ceiling contains no cracks or other defect caused by worn or warped dies. A clean, sharp impression in a good steel plate. Costs no more than old-fashioned stuff. Why not try it on your next job? Catalog "A-3" sent upon request.

The Galt Art Metal Co., Ltd., Galt, Ont.

ANYTHING
IN
STEEL
OR
WIRE



We manufacture over 1000 commodities of steel and wire, and if you use any we should be pleased to receive your enquiry.

UNITED STATES STEEL PRODUCTS EXPORT CO.

MONTREAL

STANDARD—Open—Galvanized



KEMP'S COAL HODS

STANDARD—Funnel—Japanned



PRICES ON APPLICATION

GALVANIZED	Sizes—Inches			
Standard—Open	16	17	18	—
Standard—Funnel	—	17	18	—
Daisy—Open	—	17	—	—
English Pattern				
Furnace—Open	—	—	—	20

JAPANNED	Sizes—Inches			
Plain or Gold Band—Open	16	17	18	—
Gold Band or Extra Finish—Funnel	—	17	18	—
Daisy—Open	—	17	—	—
Covered—Extra Finish	—	17	—	—
Furnace Open	—	—	—	20

Galvanized and Japanned Coal Hods that are made to meet the requirements of the trade. Our Galvanized Coal Hods are strong and substantially made from heavy iron, with an extra heavy and perfectly even surface of galvanizing. Our Japanned Ware embodies in itself the durability of iron with a heavy, rich, black finish, derived from perfect and up-to-date japanning.

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS : : : : TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL, QUE.

Creating a Demand for Sporting Goods

Too Many Merchants Wait for a Demand to Develop Before Stocking a Line of Sporting Goods—The Field Should be Studied and an Effort Made to Create Business—Displays and Demonstrations Help to Sell the Goods.

"The sporting goods trade is only in its infancy." This was a statement made by a Winnipeg retail hardware merchant last week. One need only reflect upon the rapid development of the trade as it now is, to concur in the opinion of the western merchant. Each year sees new lines of sporting goods added to the stocks, and it is interesting to note that nothing is going out of date in sporting goods lines. This means that stocks are larger than ever before, and merchants are gradually giving way to the demand for sporting goods.

To say that the merchants are "giving way" to the demand actually describer the situation. There is no line of goods in the retail hardwareman's stocks, which he has abused quite so much. The merchant invariably waits for the demand, and then half-heartedly tries to cater to it. The reverse would be the only proper business method, viz., create the demand by catering to it.

There may be some exercise for the hardwaremen of Western Canada not going into the sporting goods business more energetically. The pioneer days are not altogether a thing of the past yet. Nails and hammers have been needed more than rifles or tennis rackets. But that is not always to be the case. The country is wealthy and human nature demands recreation. The merchant has been guilty of depriving the public of the pleasure, that belongs to sporting goods, because he considered them luxuries. Sporting goods are not luxuries, they are a necessity.

Should Create the Demand.

As intimated above the merchant does not stock sporting goods until the demands come in for them. The greatest drawback to the sporting goods trade has not been that the public was not in a position to purchase them, but because the merchant did not stock them. Should the hardware dealer order a wide range of sporting goods so as to have them displayed and advertised before the season was on, he would get the trade just as surely as he would sell paint or tools. When the ordering is not done until the season is on it is either too late to sell the goods properly, or the orders cannot be filled satisfactorily or on time. Every year the hardware merchant loses money by delayed orders. It is impossible to sell any line of goods, without at least enough of goods in stock to show as samples.

Display Helps Sales.

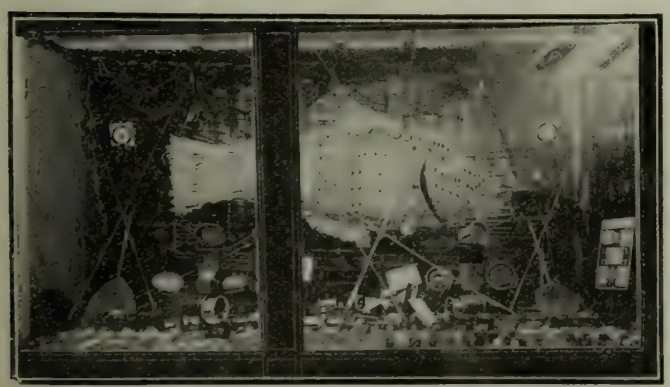
The next weakness to that of late ordering is the lack of proper methods of salesmanship. One great distinguishing feature between the leading department stores and the ordinary hardware store is the method employed in selling goods. C. A. L. Wilson, manager Robinson & Co., hardware department, Winnipeg, is a firm believer in putting all goods on sale which are in stock. This, of course, does not apply strictly to the unseasonable lines. To put all goods on display has many advantages. The first is that the goods sell themselves. Mr. Wilson finds it advantageous to have the stock neatly arranged on table and counters with prices attached. To him it is absurd to have goods piled under the counter or hidden in the rear of the store. They are in stock to sell, and there is no necessity of waiting until the goods are asked for, before bringing them out where they can be seen. Conspicuous displaying is peculiarly necessary for the sale of sporting goods.

The public are much in need of education as to the purpose and value of many recreation articles. It might be truthfully said that many merchants need to be educated along sporting goods lines. The merchant must, of necessity know what he is selling, and be able to talk intelligently about the article before he will achieve any great success in handling the article.

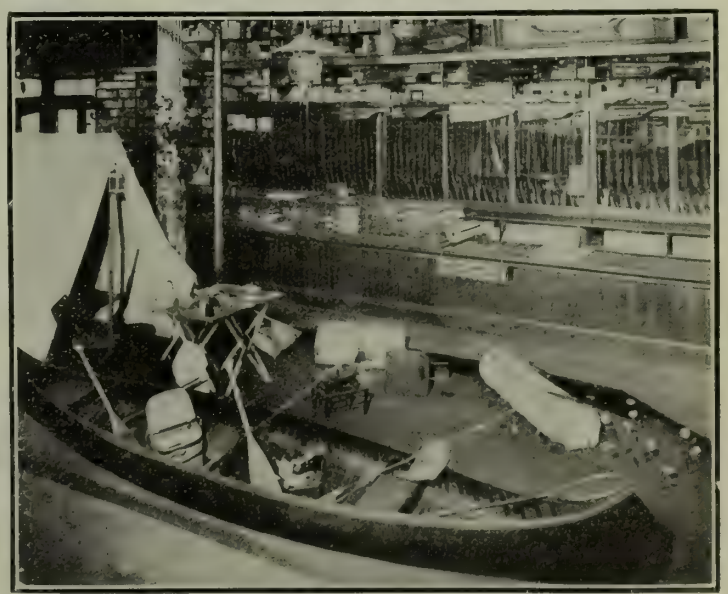
Demonstrations Assist Materially.

To display is to create the trade. The better the display the better will be the business. Not only is it necessary to have the goods out where they can be seen, but to show them attractively and interestingly. To show the goods in use is the best method to display sporting goods. To do this with a wide range of goods requires some ingenuity, but it will pay. To put a baseball uniform, with mask and glove, on a dummy will encourage a sale much quicker than to have the goods lying on the counter. In the window splendid sporting scenes can be arranged effectively. Interest can also be created by hanging pictures of hunting scenes in the window, for the sale of guns and ammunition.

A one-line display in any sporting goods line is always very effective, both for the interior and the window. In any case it is never best to crowd or



Fishing Tackle Display in the Window of the Snow-Tullis Hardware Company.



Camping Scene in Bullard & Gormley's Window.

mix the goods so that they cannot be conveniently inspected by the customer.

To arrange all the stock on display has a second advantage of preventing overstocking. This tendency is altogether too great with the average merchant, and to buy a limited quantity in a wide range so that all goods could be put on sale without holding, is much better than putting the goods in the basement where they are usually forgotten after they are paid for. The merchant is not likely to lose money on goods that are put on sale in a conspicious place in the store. But many do lose on goods placed in on the back shelves.

Gymnasium Supplies.

The sale of gymnasium goods has yet to a very great extent to be created. In the larger centres the trade in basket balls, fencing goods, indoor baseball outfits, etc., is very good, but it could be improved everywhere. In Western Canada the future of the gymnasium lines is very great. Roller skates are the leading indoor articles that are selling at present, but with the long winters that are in Western Canada, merchants have an excellent opportunity to create a good trade in gymnasium goods.

A great argument for the increase of sporting goods sales is that the trade is entirely cash, and in addition to this fact, the profits are always good. The cash business is such a precious thing with the average merchant that he should welcome any line of goods that does not involve credit. It is believed that the sporting goods trade will play a large part in the development of the cash business. The trade is bound to increase and it is not conceivable that merchants will ever give credit on sporting goods.

It rests with the merchants to develop the sale of the wide range of sporting goods with each succeeding season, and although the trade is yet an infant, it will develop according to the salesmanship nourishment that is given to it.

Two Practical Displays.

The larger of the two illustrations shown pictures a camp scene arranged in the sporting goods department of a large city store. A space of 20 by 40 feet, defined by an imitation of green grass sward, furnishes the site. The two iron columns, encased in birch bark, to heighten the effect, form an ideal background for the setting of the seven by nine tent. At the other extreme, a miniature lake is in evidence. Hauled up temporarily on the bank is a 16-foot canoe, with its equipment of paddles, rods, landing nets, refrigerator basket, etc. The tent is furnished with two folding cots, two camp chairs and one camp table. Fronting the tent are two backlogs, sections of an immense white birch, upon which are exposed a Marble safety axe and hunting knife.

The fishing tackle window display was very unique. The background consisted of a curtain of Japanese poles, painted green and red. In the foreground were scattered minnow buckets, landing nets, and other articles in the fishing tackle line. The fish was suspended from the ceiling and was made up of trout lines, silk lines, floats, flies, etc., all in all being a most ingenius arrangement.

NEW DISSTON SAW CLAMPS.

Henry Disston & Sons, of Philadelphia, has just announced that they are beginning the distribution of two new saw clamps, made so light and compact that they can be carried in a tool chest with no trouble or inconvenience.

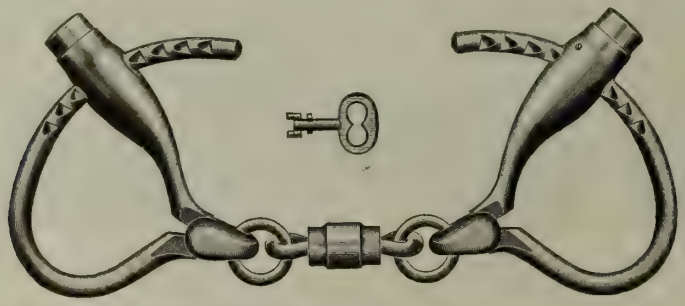
The new No. 5 Handy Saw Clamp is a strong, dependable implement made of grey iron. The arches are reinforced so they possess all the strength that can possibly be required. An eccentric lever for tightening promotes quick and positive action. There are three points of pressure on the jaws so that proper contact with the blade is obtained along the entire length, insuring the holding of the saw blade firmly and rigidly in position.

Fastened to bench by screws. the length over all is 14¾ inches, while the filing length of jaw is 13 inches. Weight of the clamp is 3¾ lbs.

Disstons are also making a new No. 6 saw clamp, which is of the same general design as No. 5, with the addition of screw lugs for fastening to the bench. The lugs fold snugly to the body of the clamp, thus taking up small space in a tool chest.

IMPROVED HANDCUFFS.

The Marlin Firearms Co., New Haven, Conn., have resumed the manufacture of the Marlin (Daley) handcuff, which has been off the market for some years, the new style being in an improved form, which has found immediate popularity. Circulars describing the new form of the handcuff will be supplied to hardware merchants who desire to bring the new tool to the attention of police authorities.



Improved Marlin (Daley) Handcuff.

HANGER FOR WINDOW DISPAY.

Th Dominion Cartridge Co., Montreal, have issued a "New Dominion Hanger," which purely from an artistic point alone should be hanging up in every hardwareman's store. The hanger, which we here reproduce, is lithographed in twelve colors, and represents an arctic scene that will appeal to all sportsmen. It is 27 by 40 inches, and hung in a prominent position will help in the interior display of the store. Any merchant writing to the company can secure one.



New Dominion Hanger.

ERROR IN ADVERTISEMENT.

Through an error two recent advertisements of the Western Clock Co., La-Salle, Illinois, manufacturers of "Ironclad" alarm clocks, were printed in Hardware and Metal, from the same plates used in United States trade papers. Both of these ads. referred to the profit that can be made by hardware retailers on "Ironclads," and as the figures mentioned were based on U. S. prices and did not include customs duty, the figures were misleading to Canadian hardwaremen. To arrive at the correct figures the 30 per cent. duty on this class of goods must be added by Canadian dealers, but even with this addition the proposition is a most attractive one to progressive hardware dealers, who look for profits on salable side lines.

System Necessary in Managing a Retail Store

A Merchant is Often Responsible for the Breaking Down of His Own System —It is Necessary for the Master to be as Methodical as the Man—Suggestions for Figuring the Cost of Doing Business—The Value of Special Lists—How to Inspire a Well-balanced Organization.

A merchant cannot expect his store system to work perfectly unless he takes his share in helping things along. How often is heard the comment: "Well, I have a system in my store that I know from past experience should work splendidly, and yet there is always some hitch. There should be no need of any of my clerks bothering me. Everything should work like the machinery of a clock, and yet it doesn't."

Do the men who make such statements ever stop to think that may be the whole trouble rest with them, or at least very largely with them. In other words do they preach while at the same time forget to practice? The system of a store starts from the very opening of the door in the morning. The dusting of the counters, the getting out of the sales books, the sharpening of the pencils, the opening of the mails and so on—all are part of the system, and if there is any serious interference with any of the manifold duties attached to the routine, things get a jolt which may upset the whole machinery for the day. Now are these merchants, who cannot understand why their system often falls down in practice, at hand first thing in the morning to see that things start smoothly? For instance there is the mail to be attended to. May be there are cheques among them. The sooner the ledger clerk gets them the quicker he can get on to his other work. If the merchant strolls in at 10 o'clock in the morning, the system, so far as that poor clerk is concerned, is thrown back at once. May be among the personal letters there is a rush order. If the merchant had been on time that order could have been attended to while the clerks were not busy. Now when he hands it out every man is hard at work on something else. Here the system gets another jolt. Probably it means a special journey for a delivery wagon, where as but a short time ago another wagon had been sent that way. Here there is another jolt, and so on all the way through.

A merchant's system may demand initialing by the merchant himself. Is he there when that initialing is needed. If anything is kept back through want of his signature then he throws his whole system out of gear. Many merchants find it desirable to have their desk well in front of the store, so that they can be aware of every business transaction without appearing to interfere, and so that, if necessary, they can extend courtesies to their customers if they pass the desk on their way out. Also they can intercept a customer presuming one of the clerks had not taken the trouble to thoroughly satisfy him in regard to goods in in stock and so remove any unfavorable impression which may have been left on the customer's mind. For instance if a customer is told abruptly that such and such a thing is not in stock he will go from the place with the feeling that the merchant is considerably behind times and will probably go to another store to find what he wants and if he gets it will become a regular customer at that store.

Cost of Doing Business.

Many merchants are worried over the question of how accurately to gauge the cost of doing business. It is a simple calculation to know the total cost of goods delivered at the warehouse. It is easy to fix the percentage of profit. But to know how much to add for the expense of doing business is much more difficult. This matter has been threshed out over and over again. The following simple rules on cost figuring have been suggested.

Figure interest on the net amount of your total investment at the beginning of your business year exclusive of real estate.

Figure rental on all estate or buildings owned by you and used in your business at a rate equal to that which you would receive if renting or leasing it to others.

In addition to what you pay for hired help, an amount equal to what your services would be worth to others, also treat in like manner the services of any member of your family employed in the business not on the regular pay-roll.

Figure depreciation on all goods carried over on which you may have to make a less price because of change in style, damage or any other cause.

Figure depreciation on buildings, tools, fixtures, or anything else suffering from age or wear and tear.

Figure amounts donated or subscriptions paid.

Figure all fixed expense, such as taxes, insurance, water, lights, fuel, etc.

Figure all incidental expenses, such as drayage, postage, office supplies, livery or expense of horses and waggons, telegrams and telephones, advertising, canvassing, etc.

Figure losses of every character, including goods stolen or sent out and not charged, allowances made customers, bad debts, etc.

Figure collection expense.

Figure any other expense not enumerated above.

When you have ascertained the sum of all the foregoing items, prove it by your books, and you will have your total expense for the year, then divide this figure by the total of your sales and it will show the per cent. which it has cost you to do business.

Take this per cent. and deduct it from the price of any article you have sold, then subtract from remainder what it cost you (invoice price and freight) and the result will show your net profit or loss on the article. Go over the selling prices of the various articles you handle, and see where you stand as to profits.

In making selling prices at the beginning of a new year, take the total expense of the old year and divide this by the total of your purchases for the old year (invoice price and freight) and the result will be the per cent. to add to invoice and freight to cover expense, then add your profit and you have your selling price.

Special Lists.

Contractors' supplies, such as nails, sash weights, building paper, roofings, etc., should be listed on special lists with quantity prices as well as cash discounts, and all other selling restrictions. Have only one line of goods on each list, and number them, noting the corresponding list number in your price book. If this system be adopted, it will take very little time to check in the goods from the invoices. The only labor connected therewith is to see that the quantities are right and that the articles are invoiced, beside marking such goods which do not appear on the lists. The most obvious advantages with this system are as follows:

First—Time saved in checking in the goods, comparatively few goods having to be marked.

Second—Absolute uniformity in selling prices. The latter being based on discounts, all sizes bearing the same profits.

Third—Convenience in changing prices, the necessity of remarking each article being obviated.

Fourth—No deviation in selling prices from time to time, unless the costs change, the former price being known even if the last article is sold out. The price lists may be extended to such lines as paint and oils, etc., where they are carried in stock. Lots of time is saved by listing in some lines, as it is rather tedious to mark up the many items thereof. When the invoices have been checked in they should be returned to the office, where all claims for shortages and overcharges as noted in blue pencil will be made out by the bookkeeper.

Taking the Initiative.

Honesty, loyalty, accuracy, punctuality and interest are vital requisites in the composition of the well balanced organization and it should be the object of every merchant to instill these principles into his employes to such a degree that they would become inspired with that confidence and enthusiasm necessary to the taking of the initiative. The greatest successes have come to the men who have possessed the ability to utilize the efforts of others. "A good carpenter must have good tools." The day of the cheap clerk is no more. The time of his usefulness is past and gone. It is the man who by reason of his fitness for the place—his ability to produce results—is able to command a fair price for his services, that is valuable to the growing business.

In selecting the personnel of his force the merchant should get men of good character—men with sufficient knowledge and education to comprehend his policy, and who are broad enough to be able to adapt themselves to his par-

ticular needs, and he should give them an incentive to be faithful and loyal by making their personal interest identical with his own.

No hardware merchant can afford to shut his eyes to the progress that has been made within the last few years in accounting methods. If he wishes to keep pace with the times he will carefully study the uses and advantages of system; he will study how he can utilize method to best advantage in his own store and by expending a little thought he will be surprised at the improved service system will bring him. For instance: It will stop for him losses and leaks in his business; it will increase his sales by friendly rivalry among his clerks; it will keep his clerical force from forgetting to make charges. Many clerks are inclined to cut prices; with system he will have a complete check on his clerks and a positive check on all leakages from this source.

Chart that Shows Receipts and Expenditures

Novel Method For Illustrating Receipts, Expenditures and Liabilities so That They Can be Seen at a Glance—A Check Upon Getting Beyond His Means, Says The Originator— Description of How it Operates.

Of all the methods merchants use to keep tab on receipts, purchases and expenditures probably the most unique on record is shown by the accompanying chart.

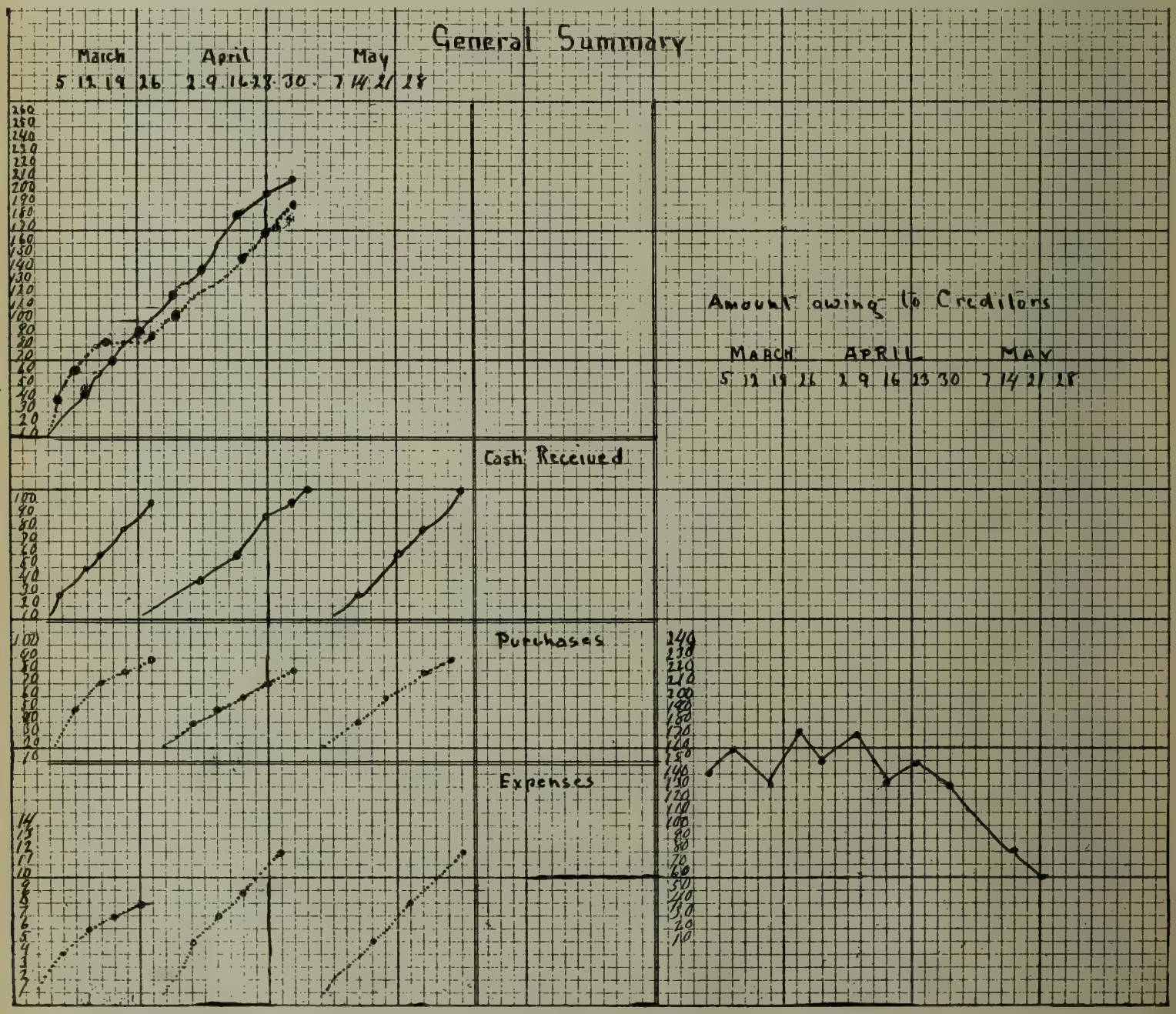
This method is used by W. R. Walden, grocer, 315 High Street, London, England, who describes his system in a letter to The Canadian Grocer as follows:

In reference to his plan Mr. Walden writes: "I have enclosed a rough copy of a chart I have in use in my business, the use of which I have found of valuable assistance as it helps to keep a check on expenses versus incomings, also a watch on liabilities."

The chart can be worked out to suit any business. The original of Mr. Walden's is drawn on ruled paper, size about 24 x 36 inches. He fits it to a disused show frame which makes it convenient for reference.

How Chart is Made Out.

The plan of the originator is as follows: On Mondays after finishing his books for the previous six business days he tallies up his expenses including what



The Chart illustrating how the merchant can tell just where he is at the end of each week, month and quarter with regard to receipts, expenses and liabilities.

money he draws for himself for the week gone by and marks this down under the section for expenses as indicated in the illustration.

By taking a look at the expense section on the chart this can be made more clear. For instance, at the end of the first week of March his expenses were $4; at the end of second week of March they were $6; at end of March 19 they were $7 and for the whole month $8. (These figures, of course, are imaginary as they are simply used to illustrate the working of the system.) Mr. Walden represents all outgoings with red ink and incomings with black ink. On the accompanying chart the outgoings are represented by dotted lines in place of red ink.

Following up the expense account for the next month we see that the total for April is $12, making a total expense for the two months $20.

Next look at the "purchases" section. As this is money going out the original is marked with red ink. It will be seen that the total purchases during March amount to $90 and during April $80 making atotal of $170. The amounts for each week are shown by the points or heavy dots in the dotted lines. The grand total of purchases and expenses is therefore $20 plus $170, equalling $190.

The "General Summary" section shows the totals every 3 months or quarter. It will be observed that the end of this first two months the total outgoings is represented in this section by the blot opposite the $190 mark, the original being in red ink. This must tally always with the sum total of the "expenses" and "purchases" sections.

Money Received Also Indicated.

The same explanation applies to the money coming in. At the end of the first month the total "cash received" was $100; April showed receipts up to $110 making a total of $210, which is shown in the "general summary" by the black unbroken line.

It should be clearly understood that the three under sections are kept monthly; the top or general summary is continued from one quarter's balancing to the next.

In the section headed "amount owing to creditors," Mr. Walden is able to see at a glance just what his liabilities are and what they were from week to week.

Regarding the use of the entire system to him Mr. Walden writes: "I sincerely hope it will be of help to my fellow tradesmen on your side of the water. It has saved me pounds, in this respect, that it keeps me from going beyond my means. If at the end of the second week of the month I find that the purchases and expenses (these including my private drawings) are above the cash received, I put the stopper on for the rest of the month and no more ordering is done than is absolutely needed."

The Retail Hardware Merchants' Scrap Book

Clippings From Exchanges Which Give Valuable Suggestions Regarding Various Phases of Retail Merchandising — Lessons For Both Merchants and Salesmen.

COMMON SENSE.

One quality which the man who would run a store successfully must possess is common sense; it is indipensable. Advice is a good thing, but no man can furnish advice which is sure to exactly fit the requirements of every merchant who reads it; common sense must be used by each merchant in using such portions of it as will be good for him and in adapting them to fit his particular requirements.

One merchant may spend a certain percentage of his gross sales in advertising, while for another merchant the same percentage might be too large. One merchant may use premiums in one form or another with excellent success, while for another merchant to introduce them would be far from wise. A strictly cash business may be the best thing for a certain merchant, where for another to attempt it would be suicidal.

In all things, common sense must be used in applying advice, suggestions or other people's ideas or experiences in any form to one's own particular business. No one else knows as much about the merchant's business, about his trade and the conditions under which he does business, as the merchant does himself, and he is best fitted to decide what is good for it and what is not.—Hardware Trade.

CHECK UP BEFORE RECEIPTING.

Our attention has been called to a practice which must be classed among the careless details incident to lax methods of conducting business, namely, the neglect or failure on receipt of a bill of goods from a truckman or expressman to receipt the bill without first checking it up. This is one of the most careless practices entering into the details of mercantile business Of course, under the law a truckman or a common carrier is supposed to be legally responsible.

The theory is that he can be held responsible through process of the law for any damage to goods or loss of goods, but after having signed a receipt to the effect that so many packages or bundles or boxes or cases have been received it is a pretty difficult matter to re-open the case and charge the carrier with having delivered less than the receipt called for. There is nothing much more conclusive than a receipted bill, and the way to avoid carelessness, mistakes and misunderstandings is to see that the thing is right in the first place.

In other words, do not receipt for goods without first checking them up and do not sign anything without having first carefully read it and making sure that you understand it. Many a man has signed a document without reading it, or, at least, after having read it only very casually, and afterwards found that he had signed an order for goods or a promissory note. Never be in too great a hurry to give proper care to your business.—Farm Machinery.

GOODS DAMAGED IN TRANSIT.

Goods damaged in transit have caused more annoyances to both the retailer and the wholesaler, perhaps, than any other of the many little points of difference which may arise between them in the course of business. Many retailers are in the habit of returning damaged goods to the factory without first communicating with the manufacturer, or of making deductions without first taking up the subject with the wholesaler.

In nine cases out of ten the manufacturer is not to blame. The goods left his factory in good shape. He performed his part in the matter when he delivered the the goods to the transportation company and got his receipt. It is for the retailer to examine his goods as soon as they arrive, and in the event of breakages or shortages to make a thorough investigation on his own premises and then report in full to the shipper, so that the matter can be taken up with the transportation company and adjusted.

The retailer should realize that no manufacturer purposely ships a broken article, and he should do his share in bringing the matter to a courteous adjustment instead of immediately "flying off the handle" and commencing a more or less vitriolic correspondence over 50 cents' worth of damages. In most cases the retailer can make repairs right in his own shop, but there are retailers who ship goods back to the factory for the most trivial reasons.

The retailer who goes about these little things courteously always finds that the manufacturer is his friend, and willing to do anything within reason to set matters right; but the manufacturer is entitled to every possible chance to make his investigations before the goods are shipped back to him or other action taken by the retailer. The retailer should realize that the manufacturer is dealing with hundreds of people and by going slow and courteously into such matters he saves both himself and the manufacturer much annoyance.—Furniture News.

KEEPING TRACK OF REMOVALS.

Business cards are furnished the draymen of Oshkosh. Kan., by a retail merchant of that city, on the condition that they telephone him the new address of every family they move. In this way the merchant is able to keep his prospect list up-to-date.—System.

HARDWARE AND METAL

Established 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Addresses :
Canada : Macpubco, Toronto. England : Atabek, London, Eng.

OFFICES :
MONTREAL - - 701-702 Eastern Townships Bank Bldg Telephone Main 125
TORONTO - - - - 143-149 University Avenue Telephone Main 7324
WINNIPEG - - - - 511 Union Bank Building Telephone 3726
VANCOUVER, B.C. - - - - H. Hodgson, 11 Hartney Chambers
LONDON, ENG - - 88 Fleet Street, E. C. E. J. Dodd Telephone, Central 12960
NEW YORK - R. B. Huestis, 1109-1111 Lawyers' Title, Insurance & Trust Building Telephone, 1111 Cortlandt
FRANCE - - - - John F. Jones & Co., 31bis Faubourg Montmartre, Paris
SWITZERLAND - Louis Wolf ; Orell Fussli & Co., Zurich

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

ONTARIO'S GOOD CROPS.

A study of the figures given out by the Ontario Department of Agriculture on the crop yields indicates that Ontario farmers have experienced, on the whole, an unusually good yield.

The yield of fall wheat this year is estimated at 19,705,837 bushels, which is almost 4,000,000 more than in 1909. The acreage of course is almost 100,000 more but the average yield is estimated at 2 bushels in advance of 1909. With regard to spring wheat, the total advance is some 210,000 bushels and the average per acre is increased 2 bushels.

The acreage in barley is decreased slightly this year, but the average yield per acre is 2 bushels in advance of last.

The oat crop is a splendid one. The increase over last season is estimated at 10,000,000 bushels, the average increase per acre being 3 bushels. Peas show a decline, but hay and clover are away beyond 1909.

Ontario should therefore be a prosperous province for the year to come; this will be welcomed by wholesale and retail merchants as well as manufacturers because it means better business to those who get after it progressively.

BENEFIT OF GOOD ROADS.

There is one work that the merchants of the country villages and towns should take up, and that is the movement for good roads. The merchants ought to co-operate with the farmers in this work and aid in every way to get the roads, especially in the country, put and kept in first-class shape.

Country roads are the means of personal communication not only between the farmers and the retailers in the delivery of country produce, but between the retailers and the consumers. Everything that can be done to bring the country towns into closer contact with the country people should be done. Bear this in mind, and if there is a campaign on foot to better the roads in a community, merchants there should get busy and help.

SITUATION IN BROOMS.

While rather early to give any definite report on the broom corn situation, it is known that a large acreage has been planted. Reports differ slightly as to the probable outcome of the crop, which will not be all harvested until October. Some state that the weather has been favorable and that there is good reason to expect a fairly good crop. Another report says that owing to lack of rain the growth will be stunted and light per acre.

Some of the manufacturers have already placed orders for corn, but the shipments will likely be small before the middle of October, as it is necessary that all corn, except that for immediate consumption, be air dried, as otherwise it gets mouldy, rots and becomes discolored.

The foreign corn which has been imported and used by some manufacturers, is somewhat coarse in quality, and unprofitable for the manufacturer, on account of its great length and consequent waste in making up into brooms. The Illinois corn is claimed to be the best in the world, as it makes the most durable brooms. Oklahoma and Kansas are other big producing districts.

While broom prices are weaker, and in some cases lower, than they were last winter and spring on account of last year's partial crop failure, there is not likely to be any big general reduction before the middle of October. Prices then will depend entirely upon how the new corn turns out, as the market is now practically bare of old stock.

AN ENORMOUS TURNOVER.

One of the marvelous developments in Canadian business life is the growth of the mail order business. In the United States there are departmental stores and mail order houses, separate concerns, but in Canada both are carried on under one canvas, as it were.

The gross sales of the Eaton business, including the Toronto and Winnipeg stores, and the mail order business of both stores, reached the enormous total of $47,000,000 last year and it is said that J. C. Eaton's share of the profits was $1,250,000, and his salary as manager was $50,000.

The only American firm which is reported to be beating this record is Marshall Field & Co., Chicago, whose sales reached the enormous total of $51,000,000.

There are many men in the trade who can remember Timothy Eaton's early struggles, both in St. Mary's and in Toronto, and the ridicule his ideas created at that time. To these men as to many others the enormous growth of the Eaton business must be little less than a miracle. Buying for cash, selling for cash alone, persistent and extensive advertising, and a real endeavor to please and satisfy all customers seem to be the elements from which the store has built its success.

THE METAL SITUATION.

The dependence of the domestic metal prices upon the primary markets makes the latter, of course, of great importance to buyers in this country. Not only the large interests, but the small ones are equally concerned because if there is a big bulling or a big bearing movement either in London or in New York the light buyer is affected with the heavy one.

For over three weeks now tin users have been paying more heavily for their metal owing to the cornering which has been going on in London. On two or three occasions the bull operators have shaded their prices to entice consumers but have instantly put up their prices again. This week the highest point in the squeeze was reached and figures had been on a line with those obtaining in the palmy days of 1906 and 7. As in all these speculative movements the end may come suddenly at any time, but meanwhile users who are really in want of metal find themselves on the wrong side. This is where the disadvantage of short stocks becomes apparent. The publication of the August statistics were unfavorable to holders, showing increase in shipments, deceease in consumption and an increase in the visible supply, but the manipulators have held out against this.

So far as copper is concerned there is very little change. The New York market despite fluctuations in the speculative London one is holding very firmly at $12.45 to $12.50. Exports for August made a new high record for the year, but despite this, and the steady consumption, the production is still too great and the domestic call is still being swamped. Spelter looks to be in for a spell of higher prices, as London is holding firmly at £22 17s. and sixpence, while St. Louis is showing advance, going up a cent or so nearly every day. Domestic prices are being increased correspondingly. Lead is uninteresting and if anything shows a slight weakness.

There is a better feeling in iron and steel in the States. The market is on

the dull side, but there are evidences of brisker business and inquiries seem to have more life in them. Prices show little change. Finished steel has likewise improved with prices normal although both in pig iron and steel a really good inquiry would no doubt get a shaded price. Cleveland warrants are fluctuating and so conditions in the Old Country are not so firm as they were.

BUSINESS MEN CO-OPERATE.

The business men of Jacksonville, Ill., are following a custom that should be worth a great deal, not only to each man individually, but to the community in general. They get together at a noonday luncheon about every two weeks, get better acquainted and exchange ideas on the various subjects that come up at such times. They do not, however, rely on some one bringing up a subject that will be interesting to them, but make it a point to have some subject that is of general interest brought up for general discussion.

Now that the season of cooler weather is approaching and the vacation season passing by, it would be practical for merchants in Canadian towns to take up this suggestion and organize a similar lunch-meeting with their fellow merchants.

The executive of the Retail Merchants' Association at Guelph hold a monthly luncheon and find it very profitable both from the standpoint of creating better fellowship and of maintaining interest in their organization.

The Canadian Club movement, which has been so successful in numerous cities and towns throughout the Dominion, is another instance of how the lunch-meeting idea has caught on with business men.

Apply the idea to your town on your local merchants' association and good results are almost certain to follow.

THE ELEMENT OF BUYING.

The majority of hardwaremen are now considering the question of their fall ordering. This is a very important matter because upon it depends to a very great extent the success or non-success of trade. Although the trend of the buying, according to all reports, up to now is not at all speculative still many merchants receiving confidence from the good prospects of the extent of the consumptive call are departing from the old conservative hand-to-mouth buying and looking ahead with much more assurance than they did.

Over this question of buying many merchants, especially the younger men come to grief. It has been argued that the good buyer is born, not made. This is a mistake. Any man possessing a fair amount of intelligence and guided by a few good rules can buy with a reasonable amount of assurance that he is taking no undue risk, providing he has had trade experience. It is only the man who buys with no thought of certain principles and who is easily swayed by the various representatives who call upon him and who is prone to be influenced by what his competitor is, or is supposed to be doing, who goes astray in ordering his stock. A man must use his own good judgment backed up by, as we said before, certain elementary rules which govern all ordering.

The following pointers may be considered to be the basis on which successful buying is based and the young merchant who follows them out need have little fear that he will overload himself. The goods must have merit either in quality or in usefulness. Then again the merchant must see that there is a demand for those goods or that a proper demand can be created. Moreover the price should be at such a figure that it can be placed before the trade at a reasonable and useful price and yet bring in a good profit. It is a mistake to buy a large quantity of a specialty for the sake of an exclusive sale. It is better to buy in a small quantity and let other merchants come in as well. Once a brand is proved successful be careful in letting it go for something else that may look on the face of it more alluring so far as profit is concerned.

DRINKING FOUNTAIN FOR CUSTOMERS.

Not infrequently merchants and clerks find themselves called upon by women customers—or even non-customers—to "get a drink of water for baby," the request necessitating a weary trip to the store tap, which is usually located at the back of the store, and a return trip with the empty glass. There may, in some cases, be a "repeat" order, with another double trip; all this consuming much of the clerk's time. In hardware stores, such requests are less frequent than with other merchants, probably owing to the larger percentage of men customers, though every now and then such requests are met with.

Here and there merchants take advantage of the scarcity of public drinking fountains to popularize their stores by putting in drinking fountains for their customers. Such drinking fountains are conveniently located in the main part of the store, where they are easily accessible to all customers. This results in economy of the clerk's time, saving many long trips back and forth with glasses of water. In most small cities there are to be found only one or two public drinking fountains, so that the merchant who by putting in a drinking fountain for his customers meets the public demand, is doing a lot to draw people to his place of business.

Though the merchant, of course, does his best to make the customer feel that the use of the fountain is his, free of charge, and that he is under no obligation whatever to purchase, most people usually feel obliged to buy some little thing, either at the time or later. In fact, the store drinking fountain has quite an effect in drawing trade, especially where it is still the only one in town.

The cost of installation is the main expense, the expenditure for water, where the latter is procured either at a flat rate or a moderate meter rate, being more than counterbalanced by the value of the drinking fountain as an advertisement. The hardware merchant who has also a plumbing department is in an advantageous position with regard to installing the fountain and connections, the appliance having a certain value also for demonstration purposes; while trade in store fountains may be worked up with other establishments in different lines—especially such as cater largely to women and children, such as dry-goods stores.

Incidentally, the hardwareman who handles collapsible drinking cups in connection with his smallware department can by means of an attractive display, located conveniently to the drinking fountain, emphasize the value of the individual drinking cup to the prospective customer who, as a rule, very carefully rinses out the fountain cup before using it.

CHEAP HELP IN STORES.

The importance of good service in a hardware store cannot be over-estimated; and it is not possible to give it with a poor class of help. In an up-to-date establishment, where the buying is well looked after, an efficient staff of salespeople will pay for themselves several times over. You depend upon them to sell goods and please customers. Cheap help is not capable of doing this, and it will steadily lose trade for you.

Put yourself in the place of a lady in a hurry going into a store and being attended by an inefficient salesperson, who wastes her time, and is so lacking in tact, and the ordinary common sense of experienced salesmanship, that she decides not to purchase after all. Over at your competitor's she finds a staff which is required to be efficient and is paid in accordance. There she is served quickly and satisfactorily. The chances are in favor of your competitor getting a large share of her trade in the future.



WHEN you b
sells.
shelv
whicl
Quicl
larger
A
Varni
bone
of do

WHE
th
million re
locality to
free adver

If you
to-day for

LONDON

Distributors: Stewart &

ıy varnish, buy varnish that You can't afford to litter your es with unknown varnishes stay there year after year. sales and turn-overs mean profits.

stock of Pratt & Lambert shes will stiffen your back- and give you the satisfaction ng real business.

you buy Pratt & Lambert Varnishes you buy ready-made varnish sales. You get the benefit of extensive advertising in the best trade papers and eighteen leading magazines, which reach one ers in Canada alone. You can place on our mailing list the names of all painters in your ceive "Varnish Talks," the Pratt & Lambert Magazine. You can have your choice, too, of ing matter, signs, booklets, electrotypes, window trims, and all kinds of store advertising.

ant to know the real significance of Pratt & Lambert Varnishes, and co-operation, write r big "Dealers' Book," prices and terms.

PRATT & LAMBERT-INC.

VARNISH MAKERS 61 YEARS
24 COURTWRIGHT ST., BRIDGEBURG, ONTARIO
FACTORIES
BRIDGEBURG, ONTARIO

PARIS HAMBURG NEW YORK BUFFALO CHICAGO

ood, Toronto, Ont. The Staneland Co., Victoria, B.C. Winnipeg Paint & Glass Co., Winnipeg, Man., and Edmonton, Alta. Calgary Paint & Glass Co., Calgary, Alta. British Columbia Plate Glass & Importing Co., Vancouver, B.C.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKET BRIEFS.

Toronto.

Turpentine—Advanced 3c.
Linseed Oil—Up 3c.
Tin—½c higher.

MONTREAL.

Sept. 9.—The markets have continued firm, but without any change. Inquiries have improved within the last few days, and there is every indication of heavy business coming along. Users are working on short stocks, but with the nearing approach of the end of navigation—the date of the last boat has already been announced—there is always a rush to get metal, especially in pig iron, plates, etc. Both tin and copper have been in steady demand, and the higher prices in the former have not cut into trade very much, as the metal is wanted. Copper is selling around 13½c with a shading for good orders. Spelter is firm in sympathy with the primary markets. Trade is very good in imported pig, with contracts for delivery in November getting more numerous.

The speculative movement in London in tin has continued although on different days weakness has appeared. The highest point of the squeeze was reached this week. The manipulation has been felt by legitimate users in want of metal. Copper is dull and uninteresting, the only important fact being an increase in exports from New York. London has been fluctuating, but New York has strengthened 5c. Spelter has strengthened, not only in London, but St. Louis and higher prices are anticipated. Lead is dull and uninteresting. The United States iron situation shows some improvement, and with more new business coming along the tone of the market on the whole is firmer.

Pig Iron—The announcement of the names of the last boats up the river seems to have quickened interest in the question of supplies for the winter, and inquiries and contracts have come along much more freely. Domestic furnaces report much the same situation as last week with new business coming in steadily. The situation in the States is brighter, probably more from an optimistic point of view than from any tangible increase in new business. Still there has been no sagging in prices, and the inquiry for finished steel is better. Cleveland warrants in the Old Country have not been doing so well.

Tin—There is no change in tin prices this week. Despite the higher prices trade has been fairly good. Users who want metal must have it, no matter what the price. Inquiries have been frequent, and the market is being closely watched. The squeeze has continued in London with varying fluctuations, concession being made from time to time by the bull party only to advance the prices immediately after. The present cornering is all against figures, but that does not matter to the manipulators. This week, tin with another jump reached its highest point for the year, and on a line with 1907. There is no knowing how long the movement will continue. The bottom may fall out at any moment, or it may not.

Copper—Copper remains unchanged at 13½c, with trade steady. Inquiries have improved, and there is a better feeling to the market. Despite fluctuations in London, New York has held firmly to prices, and in fact has shown higher figures, going up 5 cents. Exports have greatly increased, and are near a record, but as to where this metal is going nobody seems to know.

Spelter—At the slightly higher figure spelter is in good demand, and inquiries point to heavier trade in the near future. Both London and St. Louis are showing higher figures, and a period of firm prices is to be expected.

Lead—Lead both imported and domestic is unchanged, with fair trade moving. The English market is fluctuating, but on the whole is not losing much ground.

Scrap—The scrap market shows more activity and better sales have been put through. Prices generally are unchanged. We quote: Heavy copper wire, 11c; light copper bottoms, 9½c; heavy red brass, 8c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3c; No. 1 wrought iron, $12; machinery cast scrap, No. 1, $16; stove plate, $12.50; malleable, $9; miscellaneous steel, $5.

TORONTO.

Sept. 9.—Tin has gone ½c higher this week—the fourth advance within a month. At present the situation is firm for this metal because the market is controlled by a few only. This is the only price change in the new metals, though old brass and copper lines are showing a higher tendency.

General fall trading has not yet begun. There is still a good undertone for all the metals, and especially for iron and copper. The latter metal has firmed up well during the past few days, and enquiry for iron presages good business before the end of the year, although it is doubtful that it will be as good as the closing months of last year.

In the United States the buying of metals is slowly improving. There is yet a small jobbing demand but orders are increasing and call for heavier bulk. England and Europe generally are steady in demand for metals, though there have been fluctuations again of late in copper and iron prices.

Pig Iron.—Quiet business has been done this week, deliveries being in small lots. Booking for futures is almost entirely absent, but there is sufficient enquiry to warrant the assertion that the closing months of the year will show good results, though orders are not expected to be as heavy as last year. Stocks of imported iron will undoubtedly grow larger during the next month, as the close of navigation will cause a rush in of English and Scotch irons. Canadian furnaces are looking for orders. Quotations remain as at last issue with conditions fairly steady. No. 1 Canadian foundry iron is at $20, and No. 2 at $19.50, f. o. b. furnace. This is for both Hamilton and Midland. Toronto prices are 50c above these quotations. Middlesboro No. 3 is $20. Summerlee No. 2, $22.50; Cleveland No. 1 and Clarence No. 3, $20.50 and $20.75 respectively. Scotch irons are about the same figures. Jarrow is $20.50 and Glengarnock, $22.50.

Tin.—The fourth advance in a month is made in tin prices this week. The higher quotation of 38c is the result of a squeeze in London. It looks as if the price would go to 40c locally—a figure higher than has prevailed for many years past. Stocks are well controlled in London. Supplies are scarce in America.

Copper—Without changing quotations copper is in better shape this week. The market is firmer and trading much steadier than during the past several weeks. Fair trading has been done since Monday last. The local quotation is still 13½c.

Lead—.There is a better feeling all round in regard to lead. Buying has been fairly active of late, so much so that stocks are somewhat light. This has given a fairly firm tone to the market, though it has not advanced prices. Imported lead is at $3.80, with domestic 5c less.

Spelter.—This metal is active again. Business is good and prices are unchanged, the quotation remaining at $5.75. The outlook is promising.

Sheets and Plates.—The situation is somewhat better now. The opening of fall has stimulated business. There are no changes in prices. More orders are reported and the statement is given out that production is not to be increased. This should steady things.

Old Materials—Slightly higher prices are offered for old copper and brass. Sales are none too frequent, and stocks are growing. Dealers are paying this week for heavy copper and wire 11 to 11½c; light copper and bottoms, 9¾c; heavy red brass, 9½c to 10c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3½c; No. 1 wrought iron, $10; machinery cast scrap No. 1, $14.50; stove plate, $13; malleable, $8; miscellaneous steel, $6; old rubbers, 8½ to 9c.

HARDWARE MARKETS

MONTREAL.

Sept. 9.—The market is quietly but steadily gathering strength. The fall movement is showing signs of great promise, and dealers are responding well to the confidence that is generally felt over trade prospects. The buying is not speculative, but it is individually heavier and is evidently being influenced by the assurance that the consumptive call is going to be much more extensive this fall than last. Travelers seem well satisfied, and say that orders are not so difficult to get, while merchants are more ready to listen and talk over trade matters. All these are good signs.

Fall lines such as horse blankets, cow ties, lanterns, etc., are now moving out steadily. Sleigh bells have also received stimulation. General utility lines are also in better demand. Guns and other sporting lines are prominent, and a good shooting season promises. Boot calks are moving out for immediate delivery, which is rather early.

Copper rivets have been cut 5 per cent., in order to fight American competition, but barring this no important change in prices are announced. The market keeps firm, and there is a good tone all the way round.

Seasonable Lines — Cattle fixtures, lanterns, sleigh bells and other fall lines are moving. Weather strip is also showing signs of activity. The return of householders from the country has caused a rush of sorting up orders in general household articles to be sent in, such as wringers, washers, carpet sweepers, pails, mops, window cleaners, and polishes. Enamelware continues to be a prominent seller.

Sporting Goods—Sporting goods continue to show up prominently, large orders coming in for guns, ammunition, cartridge belts and bags, knives, revolvers, primers, decoys, and so on. Skates are moving, and there is an improvement in the booking in skates and hockey sticks.

Builders' Hardware—Locks, lock sets, butts, bolts, etc., are in active demand. The conclusion of the labor dispute in Montreal is expected to stimulate the demand. The market is unchanged, and we quote: Lock sets (inside) $4.25 per doz. and up; lock sets (outside), $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½ to 33c.

Bolts and Nuts—There is a good general demand for most sizes. The market is quiet with a good tone. We quote: Discount on carriage bolts, ¾ and smaller, 70; machine bolts, ⅞ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Heavy Hardware — Heavy hardware shows an improvement, there being heavy buying from some of the large industrial centres. We quote: Chain coil, ¼, $5.25; ⅜, $3.80; ½, $3.50; ¾, $3.25; 1, $3.25; anchors, 4½c. lb up; merchant bar iron and mild steel, $1.90; steam gauges, $1.50 each up; injectors, $4 to $18 each; and steam gauges, 35c to 80c.

Wire—Hay wire is now moving well. An improvement is also noted in staples. We quote: Barb wire, car lots, mixed, $2.45; small lots, $2.50; plain twist, car lots, $2.75; small, $2.80. Galvanized wire, No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b. Montreal. Coiled spring fencing, $2.30 straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.35 base. Staples, bright, $2.60; galvanized, $2.85.

TORONTO.

Sept. 9.—The annual exhibition is bringing a great many hardwaremen to the city, but they are placing small and few orders. They prefer waiting to see the traveler at their stores, and are making of their visit a pleasure and an educational jaunt.

Hardware buying apart from this feature is good. In fact a noticeable improvement has taken place since the last days of August, and some splendid orders of seasonable hardware lines have been placed. Shipments are becoming heavy again and working staffs are feeling the pressure in their efforts to get goods out on time.

There are no price changes to report. The market is steady with the prospect ahead good for even conditions.

Seasonable Lines — Early fall goods have a splendid call just now. Summer and heavy agricultural lines are done. There is, however, a good demand for all kinds of shovels, and pitchforks have been shipped out rather extensively this week. Builders' hardware is the big line at present—all kinds of lock sets and combinations moving freely. Barn and stable fittings, with lanterns and lamp goods are selling well. Fence wire, too, is fairly brisk. Snow shovels have been in fine demand this week. Other winter lines are yet in the inquiry stage.

Builders' Hardware—These goods and building tools are probably the most active hardware line at present, and all the jobbing houses state there is a fine demand. Lock sets, latches, bolts and combinations figure in almost every order received. Building and roofing papers and other similar materials are going forward to Northern Ontario, and to the western sections of the province. Nails and screws are again exceedingly busy. Bathroom fixtures and fittings are increasing in demand. Prices steady. Building tools, are nearly as active as in early spring.

Household Goods—Housecleaning lines are yet prominent. Clocks and table cutlery, too, are selling pretty well.

Lighting and Heating Goods—Stable lanterns have been moving very freely during the past ten days. House lamps, too, are fairly free in movement. Stoves, ranges and all heating and cooking lines show activity.

Wire Goods—Fence wire is especially prominent at present. Western Ontario points are taking up good quantities of this material just now. Wire mats for winter use are moving pretty well.

Heavy Hardware — The scarcity of smaller sizes of pipe is yet evident, but has not caused the uneasiness of other years. Most of the pipe taken up the past six weeks from manufacturers and jobbers was bought by hardwaremen and small dealers for stocking-up purposes. Bolts and nuts are in a better position than during the summer months and axes and edge tools, too, are coming better to the front. Rod and bar iron is good just now, though not particularly prominent.

Sporting Goods—Shot-guns, rifles and ammunition are the big sporting articles going forward just now. Football supplies are moving quietly.

U. S. METAL MARKETS.

New York, September 7.—The Iron Age says:—Our pig iron production in August was smaller than in any month since July, 1909. The list of active furnaces at the opening of this month was 70 less than the maximum of 313 reached Feb. 1, and the yearly rate of production was 7,150,000 tons less than the February rate of 31,650,000 tons—a falling off of 22.5 per cent. in seven months.

As to the condition of stocks definite information is lacking. In Western Pennsylvania, the Mahoning and Shenango Valleys, and on the south shore of Lake Erie there was an increase in August; an increase also in Virginia, but a decrease in Alabama, while the limited stocks in Eastern Pennsylvania remained about stationary. The steel works companies lowered their stocks somewhat. It would seem that there is still a call for curtailment in production.

The pig iron trade is not building high hopes on the activity developed in spots in the past two weeks. The prices realized were not encouraging, but it is recalled that buying movements have sometimes followed just such cuts. The basis of sales for 1911 is the chief matter of moment now. Sellers want from 50 cents to $1 advance from the low level; but buyers are not ready to pay an advance. In the Chicago district over 100,000 tons are involved in inquiries for Several sales of basic iron have been made, including 5,000 tons at Philadelphia, at less than $15.

In finished materials manufacturing and consumption are in close relation. Current shipments in nearly all lines are up to the August rate, but new buying continues restricted.

Some good export business in rails is under negotiation and is expected to be closed shortly. In other products also the export trade is quite satisfactory. The Grand Trunk is in the market for 10,000 tons of rails.

Time waits for no man. The only chap who can beat it is the musician.

After reaching the top a man is apt to forget his friends at the bottom.

HARDWARE TRADE GOSSIP

Ontario.

Harry Clucas, manager of the Toronto office of the Canada Paint Co., has returned from a six weeks' holiday trip to the Old Land.

Ald. W. Hopkins, Saskatoon, was a delegate to the convention of municipal officers held in Toronto last week, and while here visted the hardware displays at the Toronto Exhibition.

Oscar Vogt, formerly salesman for the Shurley-Dietrich Company, Galt, is now manager of the Great West Felt Boot Company, in course of erection at Elmira, Ont.

Miss Dorothy Hobson, only daughter of Robert Hobson, general manager of the Steel Company of Canada, Hamilton, died this week of injuries received in an automobile accident about two months ago.

Russell C. Chown, Belleville, and H. P. Morgan, of the Peterboro Hardware Co., Peterboro, were callers at the new home of Hardware and Metal in Toronto on Wednesday. Mr. and Mrs. Morgan have been making a holiday trip to Western Ontario points.

The marriage of Miss Annie Matson to Mr. William Spilker, of Shelburne, is announced to take place on September 20. Miss Matson has been bookkeeper for many years in the hardware establisment of her brother-in-law, J. J. Metcalfe, Shelburne, and Mr. Spilker is foreman of the mechanical department for the same firm.

Fred C. Lariviere, Montreal, vice-president of the Chambre de Commerce, was one of the delegation representing that city as the guests of the directors of the Canadian National Exhibition at Toronto on Tuesday, Sept. 6. While in Toronto, Mr. Lariviere paid a visit to Hardware and Metal's new home on University avenue.

W. H. Stafford, head of the Stafford Hardware Co., Belleville, and formerly of Deseronto, died on Sept. 3. He has suffered from nervous trouble for two or three years, and was injured in a street car accident in Edmonton a couple of years ago. Roy Stafford, his son, who has been managing the store at Belleville, will continue the business.

H. E. James has been appointed sales manager of the R. H. Smith Co., saw manufacturers, St. Catharines. He will continue to call upon the trade in part of Ontario, while the remainder and Western Canada will in future be covered by G. R. Thomson, recently with the Allan Hills Manufacturing Co., Galt, who left for the west this week.

Quebec.

H. E. Small, of Small Bros., Dunham, was a caller on the hardware trade in Montreal this week.

G. M. Gray, Ottawa, manufacturer's agent, has been looking up friends in the Montreal hardware trade.

A. A. Catanach, formerly with Lewis Bros., Montreal, and now with the Miller-Morse Hardware Co., Winnipeg, has been on a visit to Montreal.

A. A. Abrahams, representing Louis Newmark, the Torpedo Watch, has opened a storeroom in Montreal.

W. H. Evans, of the Canada Paint Co., Montreal, has just returned from an extended trip to the Old Country.

F. O. Lewis, president of Lewis Bros., Montreal, is returning to Montreal from England for a couple of months.

C. P. Moore, Sydney, Cape Breton, after spending some time in Toronto, was a caller on the hardware trade in Montreal this week.

C. R. Hubbard, of E. C. Atkins & Co., Hamilton, is in Montreal, being introduced to the trade by H. B. Seybold, of Starke-Seybold.

HARDWAREMEN VISIT EXHIBITION.

The following are some of the out-of-town hardwaremen seen in Toronto during the past week, attending the exhibition: A. W. Fisher and Jas. Myers, Myers Hardware Co., Stratford; C. Leisemer, Mildmay; R. G. Johnson, Gormley; W. Segall, Mt. St. Louis; C. C. Speight, Acton West; K. H. Hartwick, Fisherville; J. Naughton, Naughton Bros., Elgin Mills; J. Bailes, J. Bailes & Sons, Oshawa; Geo. Johnson. Ballantrae; J. Chantler, Chantler Bros., Stroud; D. Broadfoot, Redcliff, Alta; J. O. Lounsbery, Londesboro; J. C. Fluhrer, Vineland; J. Wright, Meldrum Bay; C. S. Fennell, Thomasburg; A. Purdom, Purdom Hardware Co., London; J. Breeze, Collingwood Hardware Co., Collingwood; J. McDonald, Howell Hardware Co., Goderich; J. Dawe, Dawe Bros., Roseneath; H. Spoffard, Almira; J. Hughes, Hughes & Connor, Marmora; R. E. Forsyth, Claremont; J. L. Connor, Ottawa; Blake L. Booth, Welland; J. W. Larkin, Nobleton; J. W. Kennedy, Agincourt; John Murison, Goodwood; John Angst, McKellar; J. Reynolds, Bancroft; J. B. Woodward, Cannington; W. S. Wood, Palermo; S. W. Keown, Argyle; J. D. Carveth, S. Oshawa; A. Wagner, Arnstein; M. Secor, Woburn; A. Cook, Leaskdale; J. Spratt, Spratt & Son, Inglewood; Geo. Teasdale, Laskay; G. M. Smith, Hagerman's Corners; R. H. Carson, Gorrie; S. R. Lougheed, Gore Bay; Alf. Pringle, Dunnville; J. Carr, Carr Bros. & Co., Thornbury; Thos. Rogers, Carnarvon; Jas. Shildrick, Hagersville; J. Munro, Manchester; L. McMillan, Cartier; J. Fraser, Fraser Hardware Co., Galt; J. D. Cowan, Drumbo; Geo. H. Roblin, Brighton; J. Dickie, Dickie & Cameron, Pickering; W. D. Stinson, Omemee; J. Chalmers, Chalmers Bros., Palmerston; J. C. McKinley, Seeley Bay; A. Stevens, Salford; F. W. Lee, Enniskillen; J. Scott, Scott Bros., Forest; J. A. Henderson, Brampton; J. Ward, G. T. Ward & Son, Stratford; J. Pattison, Ceylon; J. McNeilly, McNeilly & Co., St. George; H. R. Appleyard, Humberstone; J. E. Large, Eugenia; J. S. Collison, Harriston; H. Occomore, Guelph, and W. A. Rankin, Ottawa.

A PROFITABLE SIDE LINE.

The "Torpedo" watch—a keyless lever—has just been placed on the market, and offers a splendid opportunity for hardwaremen as a profitable side line. The watch, although very cheap in price, is guaranteed for 7 years, and is packed in a separate box containing the guarantee, together with instructions for winding. The idea of packing each watch in its own box is to enable the purchaser to return the watch direct to the makers if anything goes wrong instead of bothering the hardwareman with it, thus saving the latter any trouble. There are eight different lines, gents'—nickel, oxydised, blue steel and silver, and ladies' the same. One great advantage of the guarantee is that it is an assurance to the customer and to the hardwareman alke that the watch is of sound workmanship. There is no need of the merchant being a watchmaker to sell them. In addition each watch is timed and examined on leaving the factory, and again in London prior to shipment to this country. A handsome show case is given away with the first order of not less quantity than six dozen watches. With the present giving season coming on merchants should consider this line. A. A. Abrahams is Canadian manager for the proprietor, Louis Newmark, London, Eng., and has opened a store room at 246 St. James Street, Montreal, and is carrying a comprehensive line of watches, etc. All inquiries will be answered promptly.

HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? If an immediate reply is desired by mail stamped envelope should be forwarded. If inquiry is of a nature that the correspondent does not desire publicity, he can use initials or non de plume.

Lead Gasket Wire.—The Martineau Hardware Co., Quebec, ask the name of a maker of lead gasket wire.

The Canada Metal Co., Toronto.

Square Ash Sifters.—Robt. Mulhall, Ottawa, asks the names of Toronto makers of common square ash sifters.

The Kemp Mfg. Co., Toronto, and the Fairgrieve Metal and Stamping Co., Toronto.

Shot Cabinets.—J. B. Archer, manager of Moore's hardware store, St. Catharines writes: "You ask for the name of the manufacturer of self-weighing shot cabinets. They are sold by the Simmons Hardware Co., St. Louis, Mo. No. 8A, shown on page 3201 of catalogue G being thirty inches long by 18 inches high and nine deep.

It is stated that a Cleveland Syndicate are contemplating building a railroad from Meaford to Owen Sound, a distance of thirty miles.

Trade Conditions in the Mother Country

Output of Steel Very Heavy—Computation That Year's Results will Exceed all Previous Records — Foreigners Take Advantage of British Trade Schools — Money out of old Warships—Trade With Dominion Shows Decline in a Few Sections.

Special Correspondent to Hardware and Metal.

Sheffield, Aug. 27.—The state of the steel trade is very satisfactory from most points of view. The output is very heavy, and orders are of such a magnitude it is computed that the year's output will exceed that of any previous year. In Sheffield, the figures up to date show that more steel has been produced in the first seven months of the year than in any other seven consecutive months. The home markets are taking a great deal more steel; the revival is not now confined to the overseas trade. A remarkable feature is that the demand for special steels continues to increase. The Continent, British South Africa, the United States and Canada are taking more than ever.

In common steels trade is not so satisfactory because of the low prices brought about by keen competition. Raw material is a little cheaper, and steel from the Continent does not now seriously compete with the Sheffield product, so that there is prospect of the trade in common steels, becoming far more satisfactory from all points of view, as the year goes on.

The brighter state of trade has brought the usual crop of applications from the men for increases in wages. No fewer than 14,094 workpeople were involved in disputes in July. Of the 14 disputes, 5 were decided in favor of the workpeople, 5 in favor of the employers, and 4 were compromised. The net effect of all the changes is computed at an increase of about £1,600 per week in wages.

One of the busiest departments is in the manufacture of armour, guns, turbine drums and other material for warship construction. The department, which is the least profitable is that for the manufacture of railway material. British railway companies have never before practised such economies, and now that further working agreements have been made between companies which for years have keenly competed against each other, there is little prospect of any lasting improvement in the expensively-equipped railway material shops. Recently the India office have placed a few contracts, but these are insufficient to keep the plant employed for any considerable length of time.

Trade Schools.

It is said that the finest trade school in the world is at the Department of Applied Science of the University of Sheffield. It is equipped with all the most modern steel making and engineering plant, and students from all parts of the world enjoy the benefits of the tuition and practical training, which is given there.

All the leading manufacturers of the city assist in the carrying out of the objects of the department, and numerous grants and scholarships have been given. Several firms have an arrangement with the university, that their apprentices shall spend a part of the time in the department, and the rest at the works.

The lay mind finds it difficult to understand how it is that an institution such as this, supported largely by Government grants, should be open to the Japanese, Chinese, German, Egyptian, and other students who give to competing countries the benefit of an education in an institution designed primarily to aid the city in which it is situated.

The same argument applies in the case of the inspectors who overrun the steel works when a contract is being executed. The Japanese are particularly keen on "inspecting," and no matter how small the order for some special kind of steel, a so-called Japanese captain — wearing gloves to hide the evidences of his having done manual labor probably in a steel factory—insists upon watching the whole process of manufacture of the steel. I know of instances where Sheffield manufacturers, not desirous of giving away the secrets of their processes, have told the "captains" they could see and test the finished product, but not watch how it was made. The inevitable result has been the cancelling of the contracts.

Technical instruction in the art of gunmaking has been one of the duties of the Birmingham Gunmakers' Association, and the apprentices to the trade have derived much benefit from the classes which have been held. The trade is not flourishing at the present time, and the representative gunmakers have made overtures to the Birmingham Education committee to take over the Gun Trade Technical School. This will be done experimentally for a year. An annual grant of £250 is promised by the Gunmakers' Association, and £50 a year by the Board of Education. No fees are to be charged to the students. Afternoon classes will be added to the evening curriculum, and the larger firms have undertaken to give opportunities to their apprentices to attend the afternoon sessions.

The Tinplate Trade.

The tinplate trade is remarkably firm, and mills are fully occupied. Progress, however, has been impeded a little by the fact that very few parcels can be secured for near delivery, for which a premium of 1½d. to 3d. per box is now exacted by makers. As a matter of fact, it is difficult to place orders for delivery earlier than September, and merchants appear to be rather oversold, which is an additional source of strength to the market. Quotations now range from 13s. 3d. to 13s. 6d. for Bessemer cokes 20 by 14 and 13s. 9d. to 14s. for oil plates f.o.b. Wales. Very good orders have been secured for oil sizes in the last few weeks.

Specifications against contracts are coming in satisfactorily, and some makers have found difficulty in keeping pace with orders. The shortage of plate has placed some merchants in a rather awkward position, while work in a few of the new mills is hampered by an inadequate supply of labor. The majority of the mills are booked three or four months ahead.

Fortunes in Old Warships.

The life of a warship is not very long. Improvements in machinery and guns are made so often that it is necessary to scrap war vessels when they are still in their teens. A Sheffield firm, T. W. Ward, Ltd., have just purchased another obsolete vessel, the "Centurion," which was launched in 1892, at Portsmouth. The cost of construction was £620,000. She was sold for £26,200, a condition being that she is to be broken up in this country. T. W. Ward, Ltd., have made the buying of old warships a very lucrative business, for they know precisely in what market they can dispose of the material. Not very long ago they bought one of the old wooden warships which had recently been used as a training vessel. The profitable part of this purchase, was the immense number of huge copper nails with which the vessel had been constructed. Some of these were about two feet in length. The total weight of copper was kept a secret, but I have heard it said that the revenue from the copper more than paid for the entire purchase.

Variable Returns.

The July Board of Trade returns show an expansion in British trade with the Dominion in the majority of branches. but a decline in others.

Hardware still continues to advance. The weight sent last month was 2,452 cwts., compared with 1,426 cwts. in July, 1909, and 635 cwts. in July, 1908. The seven months' total this year is 13.801 cwts., compared with 10,288 cwts., in the first seven months of 1909, and 5,-393 cwts. in the first seven months of 1908.

Cutlery shows a decline compared with a year ago. The value in July was £8,842, a decline of £2,240, compared with July, 1909. But an increase of £3,-074, compared with July, 1908. The seven months' total in £58,814, compared with £46,762 in the first seven months of 1909, and £40,925 in the corresponding period of 1908.

Unwrought tin dropped to 63 tons last month, from 89 tons in July, 1909, and 37 tons in July, 1908.

Pig lead and manufactures of pig lead declined to 487 tons last month,

from 519 tons in July, 1909, but showed a considerable improvement on the 293 tons total of July, 1908.

The most noteworthy advance was in steel bars, angles, rods and shapes, which improved to 4,161 tons, an increase of no fewer than 2,428 tons over the 1,733 tons in July, 1909, and a still bigger increase over the 1,605 tons of July, 1908. For the seven months of the year the total was 20,462 tons, compared with 10,330 tons in July, 1909, and 7,617 tons in July, 1908.

Under the classification of anchors, grapnels, chains and cables, it is shown that 277 tons were sent in July, compared with 179 tons in July, 1909, and 197 tons in July, 1908.

Tinned plates and sheets totalled 2,997 tons in July of this year, compared with 2,426 tons in July, 1909, and 1,585 tons in July, 1908. The seven months' total is 14,083 tons, compared with 16,920 tons in the corresponding period of 1909, and 8,343 tons in the corresponding period of 1908.

The wire total in July was 400 tons, compared with 488 tons in July, 1909, and 206 tons in July, 1908. The seven months' total also shows a decline. It is 1,950 tons, compared with 2,342 tons in the corresponding period of 1909, and 1,168 tons in the corresponding period of 1908.

Manufactures of wire totalled 273 tons last month, an advance upon the 231 tons total of July, 1909, and a still bigger increase upon the 129 tons total of July, 1908.

Another big drop is in new rails, which fell to 71 tons from 393 tons in July, 1909, and 2,032 tons in July, 1908. The seven months' total is 2,864 tons, compared with 3,674 tons in the corresponding period of 1909 and 4,866 tons in the first seven months of 1908.

On the other hand, the Dominion took a lot more pig iron. The total in July was 14,659 tons, compared with 10,977 tons in July, 1909, and 4,168 tons in July, 1908.

News and Methods of Canadian Hardwaremen

Alarm Clocks in London Hardware Window — Catchy Phrases Used in Advertising Stores—Tall Corn Contest Conducted by Parkhill Firm—Novel Test of Range in Saskatoon Store.

DISPLAY OF ALARM CLOCKS.

London, Sept. 9.—With the ingenuity of the small boy fisherman who baits with minnows when the fish won't enthuse over worms, the Purdom Hardware Co., Dundas Street, arranged a little attraction in their west window for a few days recently, which justified its existence. It was a display of large, shiny, broad-backed alarm clocks, ticketed at the bargain price of 69 cents. There must have been a hundred sleep-destroyers to begin with, but after the first day there were serious gaps in the lines, in spite of a smaller showing of clocks by a jeweler only a few doors away. People can generally make use of a good alarm clock at 69 cents, and some of them are sure to make other purchases, or at least, take note of other goods in the store, while they are inside. "Hardwares in London do not carry alarm clocks," remarked Fred. Brown, of the selling staff, to a Hardware and Metal representative; "that's the novelty of it. We stocked these specially for the occasion." Brass goods have succeeded the clocks in the west window this week.

That there is value in a short, "catchy" store name is becoming the belief of hardwaremen now, as well as dealers in other lines. J. E. Young, the Dundas Street hardware dealer, has sprung a new one in the shape of "The Little Store with the Big Business," and is using it systematically in his newspaper and other advertising. "Brownlee's Stove Store" is a concise name which has been in use for some time, and no doubt proves convenient to the customers who find the location on the market equally handy. "Gurd's Good Guns," through persistent repetition in advertising, has become firmly connected with the bicycle and sporting goods store of that name on Dundas street. "Parsons' Fair and Hardware" and "Westman's Hardware" are set forms for these stores, but as a matter of fact none of the London hardwares carry unwieldy names.

BIG BUSINESS BUILT UP.

Ste. Flavie, Que., Sept. 7.—One of the largest general stores in Quebec, east of Montreal, is that of A. C. Landry, at Ste. Flavie, Station, the business being founded about five years ago, the nucleus of the business having been established at Grand Metis, about a quarter of a century ago. The evolution has been gradual until to-day the business requires an immense staff and the premises cover many acres of land and include five complete warehouses in addition to the main general store on the main street of Mont Joli. The big store is a hive of activity and is handsomely fitted up with counters and shelves, plate glass windows and splendid offices. The stock includes dry goods, groceries, hardware, boots and shoes, furniture, plumbing supplies, harness, fish oils, lumber, tobacco, fire extinguishers, corn, coal, lumbering supplies, carpets and oilcloths.

A specialty is made in all cases of quality and price. Louis Goupil, who has had a long training under Mr. Landry, is the manager. He watches all modern systems of business advancement and buying.

Ste. Flavie is in the heart of a splendid agricultural section and the business has sound support.

Mr. Landry has recently been instrumental in organizing an extensive foundry and machine company in Ste. Flavie known as the Mont Joli Foundry & Machine Co., Ltd. He is one of the directors of this institution.

TALL CORN CONTEST.

Parkhill, Sept. 6.—A. W. Humphries & Son, Parkhill, are conducting a tall corn contest which closes on Sept. 10. Awards will be announced next week. They offer a hanging lamp to the person bringing to their store the tallest stock of corn grown by the one making the entry. Roots or freak features are not considered. The lamp has been displayed in their window for some time and they have been advertising the event in the local papers, one of their catch phrases being: "A corn on the cob is worth two on the foot."

Some recent contracts completed by A. W. Humphries & Son, were the following: Domestic water supply and bath room equipment in country residence of J. Ronald, Sylvan; plumbing in Brenner house, Grand Bend; furnace and plumbing in farm residences of D. McKenzie and H. McDonald, and E. Morlock. They also have the furnace heating contract for the Methodist Church here.

BRASS PLANT TO ENLARGE.

Wallaceburg, Sept. 6.—The Wallaceburg Brass Works, which has been carrying on business in the town hall property for the past four years, intends erecting a permanent factory in the near future, provided the town gives some concessions. The concern now employs 60 hands and will require 100 when the new factory is completed. The board of trade has recommended that the company be granted a fixed assessment of $5,000 for ten years for school taxes, exemption from other rates, and if a town waterworks is established, free water for the same period. A by-law to this effect will be submitted to the electors in January.

Arthur Montague, gas fitter, is opening a store in Dresden, to which the natural gas pipe line is being extended, and will handle a line of gas fitting supplies.

INTERESTING STOVE DEMONSTRATION.

Saskatoon, Sept. 3.—A coal burning demonstration on a W. J. Copp, Son & Co. range, was held in the store of Garlock and Westhaver, Saskatoon, a few days ago. At nine o'clock at night twenty pounds of Edmonton coal was placed in the fire pot. The stove was sealed and opened at nine o'clock the following morning, when a fine fire was still burning. To show that the heat had not abated a breakfast was cooked on the twelve-hour fire. The merchants were well pleased with the demonstration.

Stephens

Pure Ready Mixed Paints

are the outcome of long painstaking experiments and carefully conducted tests extending over some twenty-eight years, gradually leading up to the manufacture of what is generally conceded to be the foremost brand on the market.

Dealers will do well to stock it—it increases your business and gives a large, satisfactory margin of profit.

MANUFACTURED BY

G. F. Stephens & Co., Limited

Winnipeg, Canada.

Paint and Varnish Makers

BRANCH AT CALGARY, ALTA.



D-L

Standard Flexible

Wire Mat

◆◆

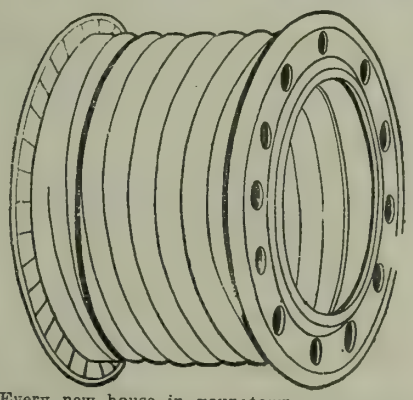
Far and Away the Best

Our prices and discounts will interest you.

Dennis Wire & Iron Works, Limited

London, Ont.

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers

SENT FREE TO ANY ADDRESS

Our Catalogue of Technical Books for HARDWAREMEN.—covering such subjects as Metal Working, Hardware Window Dressing, Hardware Store Business Methods, Paints and Painting, Salesmanship, Sales Plans and Advertising, as well as Plumbing and Heating. WRITE TO-DAY before supply is exhausted.

TECHNICAL BOOKS, 143-149 University Ave., Toronto, Canada

Mister Heating Contractor

You will undertake numerous Contracts during the next few weeks for Heating Systems and cannot afford to be delayed on your work by slow deliveries. It makes no difference whether your contracts call for

Warm Air Heating
Warm Air and Hot Water
Combination Heating
Low Pressure Steam Heating, or
Hot Water Heating

we can give you what you want--at the right prices---and without those delays which cause so much loss and inconvenience to yourself and your customers. If you are not already a

"Pease Convert"

it will pay you to put us on your staff.

Let us hear from you to-day

Pease Foundry Co. Ltd.

TORONTO, ONT.

Pease-Waldon Co. Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected By Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Sept. 8.—The final rush is on for all lines of building material and finishing hardware. The extensive build-in operations during the season has crowded manufacturers and jobbers to satisfying demands for a wide range of supplies. At present wet weather conditions are unfavorable to all branches of the trade, but rain is very much needed for agricultural purposes. The strike of all the building mechanics in this city during the past two weeks has seriously impeded the progress of work, and retail hardware merchants suffered considerable. The Hardware Association of this city contemplate inquiring into the cause of an annual strike among the builders, with a view to save the city as a whole from the serious results that are caused by the same.

Iast week's advance on all Canada plate is firmly maintained. The holiday on September 5 created an awkward break in the trade.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines, 75 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

Blocks—Steel, 45; wood, 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—planished copper, 33½c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, $4; pressed standing seamed roofing, 28, painted. $3,20; galvanized, $4; 26, $3.55 and $4.35.

Canada Plates—Half polish, 6 and 7-inch, $3.40; 8-inch, $3.65; full polish, 6 and 7-inch, $4.15; 8-inch, $4.40.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 per cent.

Fittings—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.80; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾-oz., $4.80; Queen's Head, 23, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37¾ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.65; No. 2, and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3,30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., $2.45; ⅜-in., $2.75; ½-in., $3.30; ¾-in., $4.10; 1-in., $5.80; 1¼-in., $8; 1½-in., $9.50; 2-in., $12.70; 2½-in., $20.80; 3-in., $27.40; 3½-in., $34.20; 4-in., $39; 4½-in., $43.50. Galvanized, ¼-in., $3.40; ⅜-in., $3.70; ½-in., $4; ¾-in., $5.25; 1-in., $7.60; 1¼-in., $10.35; 1½-in., $12.70; 2-in., $17.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $4.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper No. 8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c per lb.

Rope—Sisal, 9½; pure manila, 11; British manila, 9¾; lath yarn, 9¼c.

Sheet Zinc—Casks, $7.75; broken lots, $8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—21c per lb.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—6-in., $8.69; 7-in., $9.31.

Terne Plates—I.C. plates, $8.50.

Tin Plates—I.C., charcoal 20x28, full box, $9.25; ½-box, $4.87½; IX., full box, $11.25; ½-box, $5.87½; IXX., full box, $13.25; ½-box. $6.87½.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Wire—Barbed wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers—Royal Canadian, $38; new easy, $52.75.

Paints and Oils.

The output of all lines is heavy and prices are generally stiff. The trade will be good for some time yet, as there is a vast amount of finishing to be done.

Putty—In bbl. lots. $2.50; cases, $2.75; kegs, $3.

Linseed Oil—An advance is quoted and the price to-day is $1.06 for raw and $1.09 for boiled. There is anticipation everywhere of a still further advance.

Turpentine—The $1 market is maintained. Indications are that an exceptionally strong market will prevail.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 15c; Sunlight, 20c; Family Safety, 24c; Searchlight, 22c; Red Rose, 25½c; Keystone Special, 20c; Pemoline, in bulk, 19c; Silverlight, in bulk, 16c; Acme lamp, in bulk, 28c; White Rose, in bulk, 22c; National Light, in bulk, 21c; Engine Gasolene, 24c; White Lily, 26c; Royal, 24c.

BENEFIT FROM TRADE JOURNALS.

The only way to secure your share of benefit from the trade journal is to read it. If you say you haven't time to read a trade paper you will probably receive a rude awakening some day when you discover that you couldn't read your trade paper, but you had plenty of time to listen to the tales of a swindler, who took a considerable amount of your hard money for a scheme which never had any foundation in fact.

And you will scarcely be comforted when you discover that this same scheme was relentlessly exposed in the representative journal of your trade weeks before. It is such men as you, who wilfully neglect all the modern channels of information, that furnish victims for all sorts of fakirs and all sorts of gentry who in one way or another prey upon the public.

The trade paper will be useful to you in direct proportion as you make it useful. It is not enough that you take it and merely glance at it. You must acquaint yourself with its contents in some detail, otherwise you will not obtain all that is your due. And you are entitled to all you can get after you have paid your money.

You will, therefore, be serving your own ends and the ends of your business and your trade each week or month as the case may be. You will shortly see the difference yourself, and it is a foregone conclusion that your customers will likewise see it, and through them your business will receive an impetus which will be worth many dollars to you. The trade paper might indeed be made the salvation of all American business men. —Grocers' Review.

ESTAB. 1818

GIVE US AN OPPORTUNITY TO QUOTE YOU FOR

"HOYLE'S" PARIS GREEN

·PASSES·GOVERNMENT·TESTS·

MANUFACTURED BY

HOYLE ROBSON BARNETT & CO. LTD.

HEAD OFFICES:
35 CLOSE, NEWCASTLE-ON-TYNE.
ENGLAND.

CONTRACTORS TO
H.M. ADMIRALTY
&
WAR OFFICE.

1818 ESTAB.

Doesn't It Seem Logical?



That the people who read, who have the purchasing price of merchandise and who are prudent buyers, should demand paint and varnish of a well-known manufacture? That's what they do right along. They read in their magazines about

SHERWIN-WILLIAMS PAINTS AND VARNISHES

They see the familiar "Cover the Earth" trade mark in divers places. The name has come to be a familiar one to them and they recognize it at once. Then the natural thing for them to do is to go into their dealer's store and ask for our materials. Can you supply them? If not, there is a profitable investment awaiting you in the form of Sherwin-Williams Paints, Varnishes, Linseed Oil, Paris Green, etc. We help our dealers plan campaigns and give them pointers for making more money in the paint and varnish business. Write today for our agency proposition.

THE SHERWIN-WILLIAMS CO. 932

PAINT AND VARNISH MAKERS

CANADIAN HEADQUARTERS AND PLANT: 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

"The Western Stove Makers"

W. J. COPP SON & CO.

MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.



Sell

WOOD MANTELS, GRATES and TILE

and add to your profits---Our latest catalogue shows a nice line of new goods which makes selling easy. Write to-day for the catalogue and price list.

The Winnipeg Paint and Glass Co., Limited

EDMONTON WINNIPEG
THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

General Building.

A. A. Dick, Calgary, will erect a $150,000 hotel.

E. B. Echlin will build a $2,000 warehouse at Hamilton.

Geo. A. Trail will erect a brick dwelling at Brantford, at a cost of $2,000.

Currie & Wallace, London, will erect two dwellings, to cost $6,500, and D. Strathie, two dwellings, to cost $3,600.

William Field, dwelling, $2,500, and T. James, brick addition to a warehouse, $9,000, are recent permits granted at Ottawa.

Some of the larger permits granted at Winnipeg recently include: W. L. Oade, store, $12,000; G. Schneider, dwelling, $3,000; Bulman Brothers, warehouse, $4,000; W. T. Carson, house, $5,500; Wasyl Klyulk, house, $3,200; M. Dorfman, house, $4,000; E. L. Stady, residence, $4,500, and D. Cristall, two residences, $3,000.

Building permits granted recently at Calgary, include Catherin McDonald, $3,000 house; Mrs. Harvey, $2,500 house; J. W. Rae, $2,000 house; A. E. McGinnis, $2,000 house; Mrs. J. Murison, $4,000 house; G. H. Smith, $4,000 house; the Colgrove Land Co., a number of houses, worth $1,600, $1,800 and $1,200; Anson Pier, $2,000 house, at Sunalta.

Recent building permits at Victoria include: W. S. Drewry, dwelling, $5,000; H. W. R. Moore, dwelling, $4,500; Edwin Tomlin, dwelling, $2,700; W. B. Revercombe, dwelling, $3,000; A. J. Abbott, dwelling, $2,100; Miss M. Jones, dwelling, $6,750; Ernest McDonald, dwelling, $2,850; J. McLean, dwelling, $4,000; Gus A. Porter, dwelling, $3,500; Mrs. Fred Galley, dwelling, $2,500; H. Whitwell, dwelling, $2,500; W. J. Palmer, dwelling, $3,500, and H. D. Tilley, house, $3,785.

Ira C. Jones, dwelling, $2,000; M. Parsons, dwelling, $3,500; John Hardy, dwelling, $3,000; John Elliott, rooming house, $5,000; J. R. Reid, dwelling, $4,000; Geo. Adams, store, $2,500; Seventh Avenue Methodist church, $5,000; All Saints' church, $2,900; Vancouver Breweries, addition to Waverley Hotel, $8,500; C. P. R., $3,550; P. Torrance, $3,000; G. Simpson, $2,500; H. B. Arnold, building, $2,200; Anna Karne, building, $2,400; Warrell & Edwards, building, $15,000; E. B. McCankey, buildings, $6,000; John Morrison, building, $2,800; Braithwaite & Glass, $3,000; R. Straight, $5,000; J. Crean, $6,000; D. T. Devine, $2,000; J. Ball, two houses, $4,400, are permits granted lately at Vancouver.

Railway Construction.

Within a short time the B. C. Electric Railway will undertake the extension of its lines to the Saanich peninsula.

The Board of Railway Commissioners has approved of the plans submitted by the C. N. R. for its entrance into and passage through Belleville.

The British Columbia and Alaska Railway propose to build 800 miles of railway from Vancouver to the north. They also contemplate a line into Skagway.

The People's Railway have awarded contracts between Berlin and Bloomingdale, three miles, to F. W. Maxwell, of Port Hope, and Berlin to New Hamburg, 14 miles, to D. B. Campbell, Latchford.

The C. N. R. are contemplating the expenditure of $3,000,000 in New Westminster and vicinity. The plans include the erection of large docks at Port Mann, an independent track into the City of Vancouver, and the making of a tunnel half a mile or more in length from the end of the Fraser river bridge to the depot.

An American company, believed to be backed by the J. J. Hill interests, is having surveys made for a line to run from the American boundary to Fort McMurray, in the far north. The idea is to have this as a feeder for a fourth transcontinental road, which will be built across Canada to the north of existing lines. It is said that the company will build 100 miles of line before asking the Government for the subsidy of $13,000 a mile granted to all railroad companies in Alberta.

Public Buildings.

A $10,000 fire hall is proposed for Collingwood.

Plans for Woodstock's new city hall have been approved.

The Methodist Church are preparing plans for a college at Calgary.

Plans are being prepared for a fireproof library building to cost $40,000.

The Evangelical Lutherans will build an academy to cost $50,000 at Regina.

A by-law was passed at Wolseley, Sask., authorizing the erection of a $10,000 school.

D. McLean secured the contract to erect the new municipal building at Waskada, Man.

Hood & Scott, architects, Fort William, are preparing plans for a new Jewish Synagogue to be erected there.

Alphonse Venne is preparing plans for the erection of a church building chapel and presbytery for the parish of St. Joseph, Ste. Narcisse, Que.

The congregation of Grace Lutheran church, Victoria, has awarded the contract for their new church building to L. P. Fredrickson for $6,000.

The School Commissioners of St. Joseph, Que., have awarded the contract for the erection of their new school to Liniere Vachon, at $15,000.

The Masons of Grandview have decided to erect a temple and have purchased a site where it is intended to erect a public hall with commodious lodge rooms.

The contract for the brick, masonry and structural steel work of the new children's hospital building at Winnipeg, was awarded to W. J. Davidson. The new building will be fire-proof and will cost $60,000.

A. Content, is preparing plans and specifications for the erection of a school building for the Montreal Catholic School Commissioners, in Rosemount Ward.

A by-law will be submitted to provide for the erection of a city police station and court house building and for improvements to the city building at Fort William.

The contract for building the new collegiate institute at Virden, Man., was awarded to W. Manser, of Virden, whose tender was the lowest. His figures were $18,765.

North Winnipeg will ask for $150,000 at an early date, for the erection of a hospital in that portion of the city. Of this sum, $130,000 will be expended upon the building.

The Winnipeg Board of Control invite competitive plans from architects until September 12 for the proposed tubercular hospital, which is estimated to cost $75,000.

The sale is noted of the Bethany Presbyterian property at Ottawa stated to be for commercial buildings. The purchaser is D. H. MacLean. It is expected that a new church will be erected.

The directors of the Strathcona Institute, Vancouver, hope to commence building at an early date, and to have everything ready for taking possession at the New Year. It will cost $25,000.

A permit has been taken out for an addition to the present school at the corner of Broadway and Clark drive, Vancouver, to cost $50,000. A permit was also taken out for a new school to be built at the corner of Charles Street and Templeton drive.

La Fabrique de St. Jean de la Croix are erecting a presbytery at Montreal. The general contract was awarded to Boileau Freres, Isle Bizard, Que. Commission Scolaire de St. Jean de la Croix are erecting an educational building. The general contract was awarded to V. Guilbault.

NEW PRESIDENT ELECTED.

Stanley Robinson, of the D. Moore Co., Hamilton, formerly vice-president of the Stove Manufacturers' Association, has succeeded to the presidency following the resignation of John H. Tilden, whose interests in the Gurney-Tilden Co., have all been disposed of.

Mr. Tilden, it is understood, will remove to Chicago, to accept the presidency of a bank in which his brother is largely interested.

SHOVEL FACTORY REOPENS.

The Lundy Shovel & Tool Co., have taken over the plant of the Peterboro Shovel Co., closed down some months ago, and have renovated the plant and again put it in operation.

Advertising is a failure when the advertiser is.

Good advertising improperly placed is wasted. Even very poor advertising if well placed will bring returns.

CANADA PLATES

Galvanized

Polished

Half Bright

STOCK AND IMPORT

A. C. LESLIE & CO., LIMITED

MONTREAL

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Maintained Prices—Maintained Quality



The IVER JOHNSON Safety Automatic Revolver (New Model)

is being sold at the prices it was meant to be sold for when its factory cost was figured.

Since the price has not been cut, the quality has not been cut. The same grade steel is used, the same thoroughness in the making is observed. There has been no necessity of abandoning any of the little niceties of finish which distinguish a high grade fire-arm. The assembling and testing are done with the same scrupulous care.

It is inevitable that a factory making cut-price goods will trim corners on quality—they've got to or quit. No one can make goods at a loss very long.

Do you want to sell to your customers revolvers that have been cheapened?

IVER JOHNSON'S ARMS & CYCLE WORKS

Factory and General Sales Office, 330 River Street, Fitchburg, Mass.

New York: 99 Chambers St. Pacific Coast Representatives: Phil. B Bekeart Co., San Francisco, Cal.



STOP

and consider the quality when ordering Bar Iron. London Bars are well known for their excellence, and price is attractive.

London Rolling Mill Co., Ltd.

London, Canada

Sales Agents:

ONTARIO—
Baines & Peckover, Toronto.

MANITOBA—
Bissett & Loucks, Winnipeg.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

BUSINESS CHANCES

FOR RENT OR SALE—At Crysler, Ont., tin and hardware building; one opposition; public in need of one more tinsmith. Apply to H. A. DUPUIS, Embrun, Ont. (39)

FOR SALE—General hardware business, established 8 years ago. Business is located in a good farming district; two railroads enter the town, also boats call at the dock. Stock will run about $4,500. Will sell at a rate on the dollar. Apply Box 1031, HARDWARE AND METAL, Toronto. (39)

FOR SALE—Hardware and Furniture Business in one of the best wheat growing districts in Southern Manitoba. Stock, store building and dwelling house $6,500. Good opening for live man. Address Box 1027, HARDWARE AND METAL, Toronto. (37)

FOR SALE—Retail hardware and implement business, well established in best town in Saskatchewan. Shown 50% annual profit since started and business is increasing rapidly. Extra large territory. Good crops. No better opportunity anywhere in the Northwest. $20,000 cash to handle, balance on terms. Correspondence invited. Box 1028, HARDWARE AND METAL, Toronto. (37)

FOR SALE—Retail hardware business, established 20 years ago by Geo. B. Morris and conducted by the present owners for the last 4 years. In connection with the winding up of the existing partnership, the business is offered as a going concern. Correspondence invited. McMillan Bros., Guelph. (25tf)

HARDWARE, Plumbing and Implement business and premises for sale. A good going concern, established for 13 years, in Dauphin, the best town in Manitoba, population 3,500. Town installing a gravity system of water works and sewage next season. Stock $15,000, turnover $60,000. Will sell hardware separate if desired. Gilt edge opportunity for right man. Reasons for selling, owners retiring. Splendid crop this year in this district, which has never known a crop failure. Address, SUTHERLAND & STELCK, Dauphin, Man. (39)

HARDWARE AND TIN BUSINESS FOR SALE—Ontario town. Attractive business centre. Always strong trade conditions. Stock $14,000. Turnover $45,000. Terms easy. Full money payment not required. Would consider competent and desirable man for partner. Apply Box 998, HARDWARE AND METAL, Toronto. (25tf)

WANTED—Hardware in town of five to ten thousand population. Give full particulars when replying. Box 1032, HARDWARE AND METAL, Toronto. (37)

ARTICLES FOR SALE

FOR SALE—Three counter showcases, cheap. R. F. JOHNSTONE, Acton, Ont. (39)

FOR SALE—Eighty furnace registers at 60c. on the dollar; five Keystone and Archer gas, furnace burners at 40c. on the dollar; four Eastman fire extinguishers, each net $8; lot of damaged sheet steel, different sizes and weights, at $1.25 per 100 lbs. TELEPHONE CITY STOVES, Ltd., Brantford, Ont. (40)

FOR SALE—All in good order, at bargain prices—8 ft. Shear foot power; No. 26 Press foot power; large circular Shear; No. 2 Double Seamer; No. 75 Lever Punch Press; Emery Wheel Frame; hand power Drill; Stove Pipe Mandrel; large Mandrel, 6 heads; Setting Down Machine. TELEPHONE CITY STOVES, Ltd., Brantford, Ont. (40)

FOR SALE AT A BARGAIN—40 feet store shelving, Taylor fire-proof safe, high office desk, files and rasps, 3-16 chain, 3-4 manilla rope, carriage bolts, 1½ by 18 gauge hoop steel (galvanized), 11 by 16 gauge band steel (galvanized), tinner rivets, machinery steel. CHAS. BURKHOLDER, Tillsonburg, Ont. (35tf)

FOR SALE

FOR SALE—1 Carter 100-Light Acetylene Gas Machine, in good condition. Will be sold cheap. The Geo. Taylor Hardware Co., New Liskeard, Ontario. (30tf)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

ANY MAN who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. In case of loss or delay prompt refund is arranged or new Order issued.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

DISPLAY YOUR GOODS to better advantage by using up-to-date fixtures. We are specialists in planning stores and offices. Get catalogue "J." which contains illustrations of many new features and several handsomely equipped stores and offices. Jones Bros. & Co., Ltd., 30-32 Adelaide Street W., Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

ERRORS AVOIDED, LABOR SAVED—Using the Shouperior Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet, perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full inquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

EVERY retail merchant should write for a copy of our finely illustrated catalogue of rebuilt typewriters. It shows the best typewriter bargains ever offered in Canada. Moreover, it contains facts on retail advertising intensely interesting to retail merchants. It is free. The Monarch Typewriter Co., Ltd., 98 King St. West, Toronto; also Montreal, Hamilton, London, Ottawa.

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

FOR FILING PAPERS, LETTERS and vouchers, fastening bulky envelopes or backing statements the ACME No. 2 Binder is indispensable in every store. Penetrates the thickest paper and perforates and binds in one operation. For sale by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

IF you have been afflicted with one of those Fountain Pens that won't write when you want it to, or leaks when you don't want it to, give it to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Company, Toronto, Sole Agents for Canada.

KAY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in Carpets, Rugs, Furniture, Draperies, Wall Papers and Pottery, with cash prices. Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

KEEP ACCOUNTS WITHOUT BOOK-KEEPING. Formerly accounting meant keeping books. Today you can keep accounts cheaper, better, quicker and more accurately by discarding all books and installing a McCaskey Account Register. Don't be skeptical—investigation costs nothing. Write to-day. Dominion Register Co., Ltd., 100 Spadina Ave., Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto. (tf)

SAVE 50% OF COST of handling merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelorete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Ltd., 33 John St., Hamilton, Ont. (tf)

WHEN buying bookcases insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

725,000 LIVE MERCHANTS use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

SITUATIONS WANTED

ENERGETIC, capable business man, 11 years practical experience, hardware, steamfitting, sporting goods lines, desires responsible position, office manager, buyer or department manager, where salary is inducement for best efforts. Apply Box 1030, HARDWARE AND METAL, Toronto. (37)

WANTED—Position as sales manager or salesman with a good paint and varnish concern. Winnipeg preferred. Party at present located in Pittsburg, Pa. 10 years' experience. Apply to Box 1029, HARDWARE AND METAL, Toronto. (37)

SITUATIONS VACANT

WANTED—A good tinsmith and furnace man. Apply to C. W. Thurston, Drinkwater, Sask. (37)

WANTED—Young man with knowledge of hardware and book-keeping to go into partnership. $1,000 or more. Established business. Correspondence invited. P. A. SHARP, Earl Grey, Sask. (37)



No. 25

THE STOCK.

How's your stock now, Mr. Dealer? Is it well assorted with a good range of colors? Presuming you have worked up a strong interest in fall painting you should be commencing to feel the call in a few days. Do not be foolish enough to nullify these efforts by not having the stock ready in time. In these days it is an easy enough matter for a customer to get paints. If you have not the color that he wants, he probably will have not much difficulty in getting it from a competitor. If you have worked your advertizing properly the customer would prefer your brand, but will he let that outweigh the fact that he will have to wait some time before the paint is in your store. It is doubtful. The majority of paint users are in a hurry. They want to start right away, and so, if they cannot get the paint from you, Mr. Dealer, they will get it from somebody else.

In any case, as we have pointed out over and over again, nothing is gained by holding back in the sorting up of the paint stock. The extent of the demand is not gauged any the more exactly by waiting until customers are in the store demanding paint. Be on the time, that is the first principle in the successful working of a paint department. It affects the reputation of a store if the merchant is always saying: "We have no more of this color in stock, but we have some on order and it should come in at any moment. One merchant became so notorious in this respect that he was ultimately nicknamed "Old Paint on Order" among his community. So long as he was the only man in the field this did not cut into his trade much, but when rivals appeared this name helped to prove his undoing. People will not wait, because they know that there is no reason why they should.

There is another reason why the merchant should get his stock up to full capacity, and that is the fact that the tendency is for paints to increase in cost rather than go back. It is not thought now that the coming crop in flaxseed will be large enough to satisfy the demand and to put the linseed market back to normal again. With the demand developing all the time there is little prospect for the tension on price being lifted. Rather is it anticipated in some quarters that we shall have much higher prices. Be that as it may the tendency is for higher figures so that the dealer with a full stock has the comfort of knowing that for a time at any rate he is on the safe side.

Another point is that the more comprehensive the stock the better the dis-

You can make more money and gain more reputation selling

ML PURE PAINTS

Because they are advertised, so your store gets the good of the advertising.

Because they cover better with two coats than the best of the other paints do with three.

Because they justify every claim you make for them when you talk to your most particular customer.

Imperial Varnish & Color Co., Ltd.
TORONTO

Samples tin (FREE, color card, and special proposition for the asking. 6 Morse St. Toronto; 108 Princess Street, Winnipeg; 550 Beatty Street, Vancouver.

WROUGHT PIPE



Black and Galvanized

Quality dominates every length of M.R.M. Pipe that leaves our mill. It is to be trusted. It has passed tests far more exacting than it can ever meet with in actual use.

All Bundles Tagged M.R.M. CO. with our Trade Mark

THE MONTREAL ROLLING MILLS CO.
MONTREAL

play and the more customers are interested. When a customer sees shelves upon shelves of bright looking paint tins, he gets a feeling of assurance that this is the store for paint. He comes away and talks of the stock that So-and-So is carrying, and that is good advertizing. On the other hand, the man who has not a good display of paint creates the impression that his store is not doing well.

PAINT AND OIL MARKETS

MONTREAL.

Sept. 9.—Prices show no change this week although there is a firm tendency all the way round. Linseed oil is still very bullish, and the end of the high prices does not yet seem to be near. Trade all the way round is exceedingly good, although the real fall movement has not yet started in earnest. Plenty of confidence is shown, and prospects could not look more favorable.

Turpentine—Turpentine is unchanged this week. There is a very good demand and supplies are well held. We quote 96c.

Linseed Oil—Linseed oil is bullish, although there is no advance on last week. It seems to be the general opinion that even if the market goes no higher, there will be no recession for some time. The demand, despite the prices, is very good as linseed oil is wanted. Buyers are taking small quantities and purchasing often. We quote 99c for raw and $1.02 for boiled.

White Lead—There is a good tone to the market. The demand is showing improvement and grinders expect to be very busy during the fall. Supplies are improving and shipping should be prompt. We quote $5.50 to $6 according to brand.

Red Lead—The market is firm with no change reported. The demand shows improvement, there being plenty of construction work on. We quote: Genuine red lead in casks, $4.75; in 100-lb. kegs, $5.25; less quantities at $6.25 per 100 lbs.; No. 1 red lead, casks, $4.25; kegs, $4.75, and small quantities. $5.75.

Varnishes—A good tone is manifested in all lines of varnish. Household specialties are selling well, there being an increase in the demand, owing to return of householders from the country. Varnish in bulk, owing to the development in industrial trade is improving. Coach, carriage, piano and implement varnish are prominent.

Putty—Putty is moving well, and orders are well distributed. We quote: 100-lb. drums, $2.45; bladders, in barrels. $2.70.

TORONTO.

Sept. 9.—Linseed oil and turpentine went higher on Wednesday last by 3c above last week's prices. The advance was not unexpected. The continued firmness of the English market, and the high cost of seed, caused the advance in oil, and the scarcity of turpentine in the south with the larger interests buying up all stocks, has sent up turpentine prices throughout Canada.

Buying is not active yet. Next week, however, should see the trade becoming brisker. Quotations on other commodities are unchanged. Collections are somewhat slow. August does not seem to be good for gathering in accounts, the holiday season being somewhat to blame for this.

Linseed Oil—On Wednesday last the local market put up the price of linseed oil, 3 cents a gallon. There is a continued scarcity of seed in Great Britain, and this has forced the market up a little further. One English authority usually well posted in oil matters does not look for any relief for some months to come, but expects the extraordinary price for flaxseed will induce the growers in all parts of the world to increase their acreage under flax and that when the next crop comes (which will be at least six months before it can arrive from South America), there must inevitably be a decline. The same authority says that oil from the Baltic produced from Russian seed, which would be about the same quality as that grown in our Northwest Territories, would cost in the neighborhood of $1.08 per gallon to bring it to Toronto, for raw. Under these conditions the next few weeks may see a considerable scarcity of linseed oil in Canada, and if so, very likely a further advance. This week's quotations are now at the $1 mark for raw oil, with boiled at $1.03, this for single barrel lots. Five barrel lots are a cent a gallon better than this figure.

Turpentine—Turpentine prices at Savannah and other southern ports have advanced steadily for the past week from ¼ to ½ cent per gallon daily, and it has now reached the highest point since the winter of 1907. The price for Toronto is likely to be advanced ½ cent per gallon more than it has cost over and above the cost at Savannah, as advices to hand state that the steamship companies and naval stores yards at Savannah are about to change the rating of barrels. Instead of rating them at 420 lbs. each barrel for freight, they propose rating them at 432 lbs. The banks have notified shippers that they will advance their rates of exchange, so it looks as if turpentine for the next three months is to be very high in price. Because of low stocks and the invading of the Southern markets by the larger interests turpentine prices have been advanced all over the continent. Toronto quotations are 3c higher than a week ago. Single barrels are at 99c. Two barrel lots are 98c, and five-gallon tins $1.04.

Rosins—In rosins the American Naval Stores Co. and the Standard Oil Co. have been bidding against each other at Jacksonville and Savannah, and a



Count the Houses

in your vicinity that would be improved by a couple of coats of paint, and you will see how your trade can be built up by a few tactful suggestions to try

B-H. "English" Paint

Here is a paint that will please your trade on the first job, and send them back for more when they find how satisfactory it is.

It is made in fifty beautiful shades, and every can bears the guarantee formula, showing the base to be the ideal combination of 70 per cent. pure White Lead (Brandram's B. B. Genuine), and 30 per cent. pure White Zinc, mixed with pure tinting colors, pure linseed oil, turpentine and dryer.

With this positive guarantee formula and our extensive advertising to the general public, you have either found or will find it easy to build up a splendid trade for B-H. "ENGLISH" Paint.

Brandram-Henderson Limited

Montreal Halifax
St. John Toronto
Winnipeg

We have moved into our new quarters

Mount Royal Ave. and Drolet St.

Our New Home affords perfect accommodation for our rapidly-growing clientage, and permits the increasing of all departments so necessary in the maintenance of our reputable service.

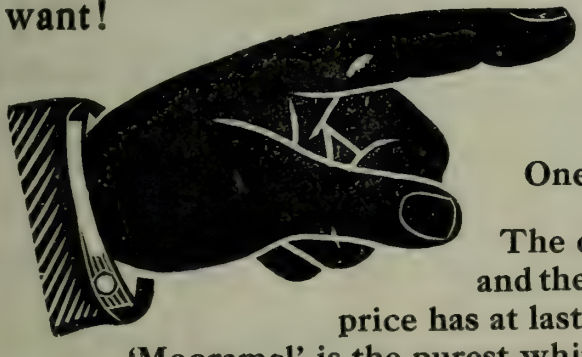
We shall deem it a pleasure to receive our many friends and patrons at our new home.

THE MARTIN-SENOUR CO., Limited

PIONEERS PURE PAINTS

MONTREAL CHICAGO

Fills a long-felt want!



MOORAMEL

One of the MOORE LINE (Made in Canada)

The demand for Enamel Finish is daily increasing, and the want of a satisfactory ENAMEL at a reasonable price has at last been met by MOORAMEL.

'Mooramel' is the purest white color, works easily, sets slowly and flows like a high grade varnish. It dries dust free in a few hours, and dries HARD in 24 hours. 'Mooramel' is made only in white, but can be tinted to any desired shade by mixing with oil color.

Get ready to supply the demand. There's a 'well-worth-while' profit in selling 'Mooramel.'

Write for prices.

BENJAMIN MOORE & COMPANY LIMITED

West Toronto

New York Chicago Cleveland

steady advance has taken place so that the commonest rosins are now $2.00 per barrel higher than they were the same date a year ago. Further than this, the rate of freight is to be advanced by the railroad companies on November 1.

White Lead—This commodity is beginning to show up better in movement, though the increased business is not much to brag about; still, trading is steady, with market prices unchanged. Pure brands run from $5.65 up, with No. 1 quotations from $5.25 up to $5.65. Red lead is in the same position as a week ago. Sales are quiet and prices remain at $4.75 for genuine, in casks.

Glass and Putty — Both these lines have been moving quite freely since the opening of the month, and this week's trading shows up better than a week ago. Prices are steady with the market firm. Casks of bulk putty are quoted at $2.20, with bladders in barrels at $2.70.

Petroleum—All coal oil lines are particularly active in movement just now. The market is firm with quotations unchanged. Prime white is 13c; water white, 15c; and Pratt's astral, 17½c.

THE ADULTERATION OF TURPENTINE.

Efforts are already being made to break down the new Ohio law against the sale of adulterations or misrepresentations of pure spirits turpentine. This law was designed solely to protect the consuming public from fraud in the shape of adulterations of the pure article, or from the purchase of alleged substitutes masquerading under names that might naturally lead to the supposition that they were a species of turpentine when, as a matter of fact, they are frequently nothing but a refined mineral oil, or merely benzine.

The Ohio law has already shown its value as a protective agency. Under its provisions prosecutions are under way at Cleveland, one or more convictions having been obtained. Cleveland has for a long time been a Mecca for dealers in 'cheap' turpentine.

The Ohio law is one that must commend itself to consumers who desire to be protected against fraud or imposition in any form, and to producers who wish their goods to be protected from a competition that is unfair and dishonest. Similar laws, passed in every State, would speedily bring to an end the era of so-called "substitutes" that are being palmed off on the trade as having the virtues of spirits turpentine when analysis and experience easily demonstrate that their claims, like their names, are void of foundation, and force them to enter the markets under their true colors.

There are two kinds of fraud, one that is a deliberate lie, such as the sale of an adulterated for a pure article, and the other. none the less dangerous and none the less dishonest, that deceives by a name that is a misnomer and creates an impression in a buyer's mind that the acutal facts do not warrant. A name, for instance, that leads a buyer to believe that an article offered him either contains spirits of turpentine, or is a species of turpentine, when, as a matter of fact, it is merely naptha, or refined mineral oil, without a single drop of pure turpentine in it, is just as palpable a fraud as though there had been a deliberate misstatement to deceive. The Ohio legislators recognized this fact, when it was brought to their attention and the law passed by them, properly interpreted and rigidly enforced, covers the ground so completely as to knock the props from beneath both species of fraud upon consumers.

The state officials have gone to work to vigorously enforce the law. State Commissioner Dunlap has issued a circular letter in which he states that: "This law is intended to prohibit the sale of anything but pure turpentine under the name of turpentine or spirts of turpentine, or any compounding of the name turpentine, or under a name or device illustrating or suggesting turpentine or spirits of turpentine." This, of course, has put out of the markets of Ohio the numerous mineral oil, benzine and naptha preparations that have deceived the consuming public through the use of names suggestive of pure spirits turpentine. — New York Oil, Paint and Drug Reporter.

DON'T BURY YOUR STOCKS.

The writer recently called on a certain dealer of his acquaintance, and in looking about his store found a complete assortment of a well-known paint specialty shoved to one side at the rear of the store.

"Hello," says I, "Do you handle that line?"

"Yes, I gave their salesman an order for this bunch of junk sometime ago, but I have never sold any of it."

"Well," says I, "Have you ever tried to sell any of it?"

"To tell the truth we never have. I am satisfied I made a mistake in ordering that line. There is no call for it."

"Well, Jim," I said, "I hope all of your business operations are not conducted on this manner. If you give every salesman an order for material to get rid of him and pay your good money for a line of goods and then bury it in this back room, I'd hate to be your backer. Why don't you put those goods up in front, display that advertising matter they sent along, and if your customers don't like the line, don't put in any more, but sell out what you have? The chances are after you put a little energy behind that line of goods, that you will find it very satisfactory to handle and a good money maker. I know other dealers who handle those goods and make a good profit on them and find they are ready sellers. If you are ashamed of your paint line, you had better sell it out, for you certainly can't expect to sell goods that are buried back here."

How many dealers there are who do this very thing. Is it fair to the manufacturer? Is it fair to anyone?—Exchange.

THE CANADA PAINT COMPANY'S

HARD DRYING
DURABLE
HOUSE PAINTS



"I USE ONLY THE C. P. Co's"
FOR SALE BY
THE BEST STORES

THE CANADA PAINT COMPANY, Limited

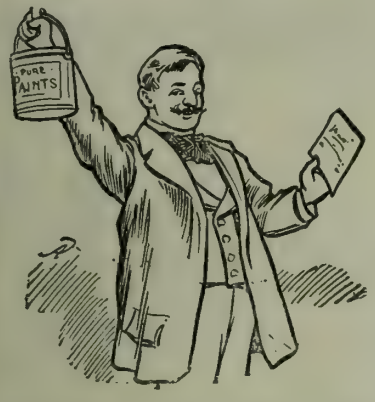
MAKERS OF

Specialties for Floor Finishing

Crack and Seam Filler
Floor Wax
Hard Drying Floor Paints
Amberite Floor Enamels
Floor Finish
Floor Varnish
Varnish Floor Stains
Pure Orange Shellac

THE C.P.Co.

THE PAINT CALL



Always in the Fall of the year a great call goes up for paint.

Every year it becomes more noticeable what a quantity of paint is being used in the Fall.

How do you find it?

Do you neglect this important season?

Do you let the trade go past you?

Agents for

RAMSAY'S PAINTS

everywhere! Let us send you a proper assortment of Ramsay's Paints, to catch the man on the last call—an assortment also of stains, enamels, house varnishes, aluminum paints (always a big Fall seller), stove pipe varnish (another seller.)

People are now returning from the holidays. Get ready!—have a good paint and varnish display, and make a bid for this trade.

A. RAMSAY & SON CO.
Established 1842
The Paint Makers
MONTREAL

If you are certain—

—quite certain that your paint stocks are as fully representative as possible,

THIS IS NOT FOR YOU

But if you are not handling ***NEW ERA PAINT*** you have just missed finding out the fullest meaning of the word "*success.*"

NEW ERA PAINT will hold its color better, last longer, give a better finish and cover more surface than many higher-priced paints. ***NEW ERA PAINT*** is pure and moderately priced.

WRITE FOR PRICES

Standard Paint and Varnish Works Co.
LIMITED
Windsor, Ontario

STAR HACK SAW BLADES



Apparently no one questions the superiority of Star Hack Saw Blades and at our present figures there is absolutely no room to question the price.

They are equally good in hand frames or power machines. When used in a machine the feed should be adjusted to suit the stock being cut. The softer the stock the lighter the feed. Such treatment will prevent clogging of the teeth. Open your eyes wide and look at this list of prices:

6	7	8	9	10	11	12	inch
30	32	34	38	42	46	52	cents per dozen.

Notwithstanding the great reduction in prices, the quality of Star Blades has been improved.

MILLERS FALLS COMPANY 23 WARREN STREET NEW YORK, N.Y.



"PARAGON"
FIRE EXTINGUISHER

(Accepted by the Government Inspectors.)

Price, — — $12.00

LUDGER GRAVEL
Agent
26 Jacques-Cartier Square, :: :: Montreal

There's no argument required to sell

LACQUERET
TRADE MARK
HOUSEHOLD LACQUER

You have only to mention its many uses in the home, in brightening up old furniture or dingy woodwork, to effect an immediate sale.

LACQUERET
TRADE MARK
HOUSEHOLD LACQUER

The Brightener of the Home

"*Lacqueret*" is neither a paint, enamel nor varnish, but a brilliant and transparent lacquer. It dries hard, and remains hard, colors will not fade, can be applied by anyone and is thoroughly sanitary. Keep a full line of this wonderful seller.

N.B.—All goods are sold in Imperial Measure Packages.

INTERNATIONAL VARNISH CO. LIMITED

(Canadian Factory of Standard Varnish Works)

TORONTO and WINNIPEG

New York Chicago London Berlin Brussels

2380

THE

Dougall Varnish Co.

LIMITED

Montreal : : Canada

VARNISHES

OF FINEST QUALITY

FOR

RAILWAYS PIANOS CARRIAGES
BUILDINGS FURNITURE WAGGONS

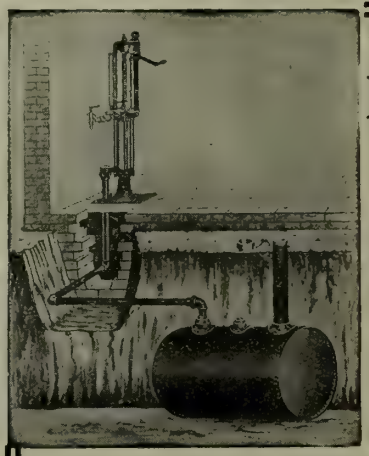
ALSO

LINGERWETT

Varnish and Paint

REMOVER

Associated with Murphy Varnish Co., U.S.A.



BOWSER

LONG DISTANCE SYSTEM FOR HANLDING GASOLENE OR KEROSENE

meets the highest approval because it is SAFE. Every feature of the Bowser Long Distance Underground Storage System meets the requirements of Insurance Companies and Fire Underwriters.

Here is the Plan. The oil is stored in a tank buried outside, any distance that you may desire away from the building. The tank is made of good heavy sheet steel, riveted and soldered, tested and guaranteed leak and evaporation proof. It is painted with three coats of asphaltum which absolutely prevents the damp earth from acting upon the metal.

The pump is the latest improved, all metal, and measures accurate gallons, half gallons, quarts or pints at a stroke.

The System Has Never Caused a Fire, nor has an explosion of a Bowser Tank ever occurred. One hundred and eighteen outfits passed through the San Francisco fire, and not one explosion resulted. Some of the pumps were warped and melted by the heat, but the oil remained in good condition in the tanks.

The Bowser System is safe in every way Write TO-DAY for Bulletin 15

S. F. Bowser & Co., Limited

66-68 Fraser Ave., TORONTO



Beware Imitations

If People are Planning to Build

You should mail them our instructive Book " All About Roofing."
A generous supply sent you, free, if you handle

Ruberoid Roofing

(TRADE MARK REGISTERED)

You avoid future troubles by selling
the RIGHT ROOFING at the start.

Made in Canada by

The Standard Paint Company of Canada, Limited

Montreal - - - Winnipeg - - - Vancouver

DEALERS EVERYWHERE

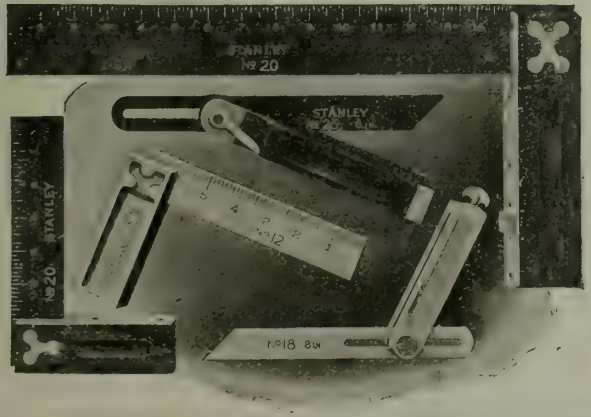
Brantine Architectural Finishes give the Architect, the Householder and the Varnisher satisfaction. The Hardware Dealer can make a handsome profit when selling them.

SCARFE & COMPANY

Head Office and Factory: BRANTFORD, ONT.

MONTREAL, QUE.—472 DELORIMIER AVE.
Phone Bell East, 442

WINNIPEG, MAN.—78 LOMBARD STREET
Phone Main, 9944



Stanley Tools

Among the tools we manufacture are **Try Squares and Bevels**

No effort is spared in their construction, and the material from which they are made is the very best that can be procured. Every tool before leaving our factory is subject to the most rigid inspection. We are thus enabled to guarantee absolutely every tool shipped—both as regards workmanship and material.

Our catalogue contains full description of these and other styles.

We are now prepared to ship from our CANADIAN WORKS all sizes of "BAILEY" Bench and Block Planes, also Bit Braces, Spoke Shaves and Pocket Levels. As fast as practicable, we expect to increase the output of this plant to include other tools shown in our catalogue. Address all communications to

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

Paint and Varnish Removers.

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish *in* Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	Name of Brand.
The Sherwin-Williams Co., Montreal, Canada.	**"Taxite"**
International Varnish Co, Ltd., Toronto, Canada	**"Klensa"**
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada	**"Expedite"**
British American Paint Co., Victoria, B.C.	**"Bapco"**
Mount Royal Color and Varnish Co., Montreal, Canada	**"Scrape-off"**
James Robertson Co., Ltd., Toronto, Canada	**"Robertson's Paint and Varnish Remover"**
Sanderson Pearcy Co., Ltd., Toronto, Canada	**"Devolite"**
Stewart & Wood, Toronto, Canada	**"Solvo"**
Martin-Senour Company, Ltd., Montreal, Canada	**"Martin-Senour Paint and Varnish Remover"**

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y.

CHANCE'S
Double Rolled Cathedral Glass

is brighter and more translucent than the ordinary rolled Cathedral. It cuts true and easily, and works up handsomely into Leaded Windows. Made in a very large variety of tints.

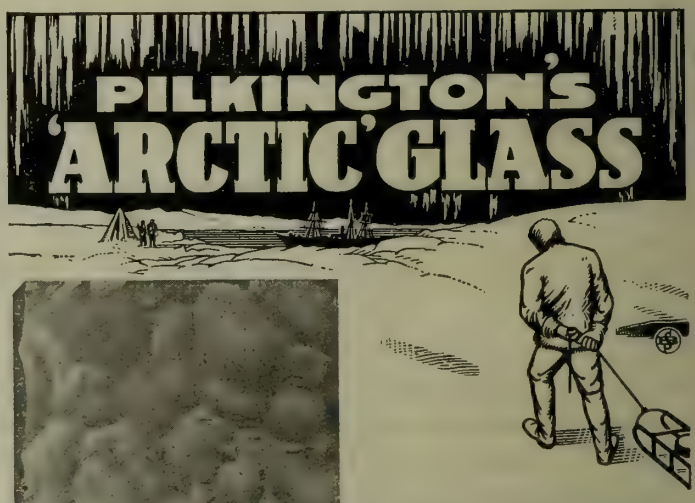
Chance's Figured Rolled Glass is famous for its deep, brilliant patterns, easy cutting qualities and attractive tints.

Flemish Glass, made only in the glass works of Chance Bros. & Co., near Birmingham, England, is a new and most attractive Ornamental Window Glass, unsurpassed for character and brilliancy.

Write for samples of Chance's Muffled, Figured Rolled, Flemish and Double Rolled Cathedral Glass.

AGENTS FOR CANADA

B. & S. H. THOMPSON & CO.
LIMITED
381 ST. PAUL STREET, - - MONTREAL





A REMARKABLY successful new pattern of figured, rolled Glass. Looks like a sheet of Crystal Ice. Obscures the vision without reducing the light. Is easily cleaned. Inexpensive yet brilliant for Office and Showroom Screens, Partitions and other Fittings. Made WHITE and TINTED in large sheets.

Send for samples, prices and book of other attractive patterns.

PILKINGTON Bros. Ltd.
MONTREAL, TORONTO, WINNIPEG and VANCOUVER, B.C.
Works:—ST. HELENS, ENGLAND.

Less effort and better results

are two features which recommend

Connor High Speed Washer

to the busy housewife.

Accidents cannot happen while using it, as all cog-gearing is enclosed, and it is the only machine with foot-power attachment.

The fly-wheel which gives the power and speed is placed immediately below tub, and runs on double ball-bearings.

The trade will find the **"High Speed"** not only the best washer but the best selling machine on the market.

Send for booklet and prices.

J. H. CONNOR & SON
LIMITED
OTTAWA - CANADA

We are willing to give exclusive control of this machine, in unrepresented districts, to live dealers.





The Socket is attached to the ceiling. The DRIER may be unscrewed and placed on one side whenever desired.

Labor-Saving Devices Sell!

Here's a dandy, the

MAPLE LEAF CLOTHES DRIER

Saves time and toil, and will influence other family trade your way.

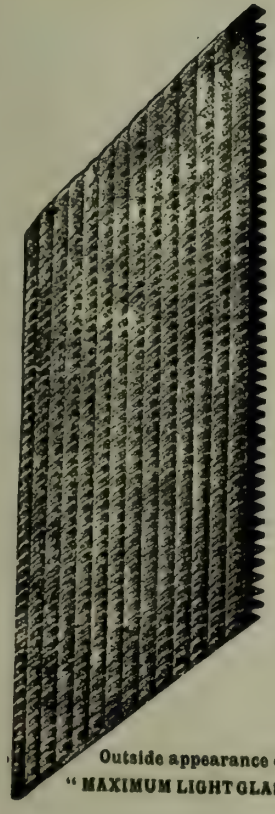
Instantly adjusted for use, and packs away into small compass when not required.

Is neat in appearance and hangs close to the ceiling—the hottest part of the room.

A line with big profit possibilities. Try a dozen. Send for prices and leaflet to-day.

RONALD MacMASTER, - Vancouver, B.C.

Ontario Sales Agents: STEWART & CO., 122 Wellington St. W., Toronto



Outside appearance of "MAXIMUM LIGHT GLASS."

MAXIMUM DAYLIGHT GLASS

This glass is far superior to the ordinary flat back prism. Sample and price mailed on request. Comparison will prove its superiority over all other light producing glass. Stocks carried at all our branches.

THORNE HOLD-FAST METAL BAR

Write for special catalogue and sample.

Hobbs Manufacturing Co., Limited

Offices and Warehouses

LONDON WINNIPEG MONTREAL TORONTO



It is true that a rope made from the PROPER QUALITY of Manila hemp is the best and most economical rope that can be had, but you must be sure that the proper quality of hemp IS used.

The best way to be sure of this is to buy only

PLYMOUTH ROPE

"The Rope You Can Trust"

The terms "No. 2 Manila," "Common Manila," "Hardware Manila," etc., are misleading, as they are merely trade names and apply usually to cheap rope, made partly and sometimes wholly from Sisal or other inferior fiber. PLYMOUTH Manila is made in one grade only, from the quality of hemp which long experience has shown to be best.

INDEPENDENT CORDAGE CO., LTD.

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at TORONTO, ST. JOHN, MONTREAL, WINNIPEG, HALIFAX, VANCOUVER

Assorted Cases Fancy Glass

We can supply for quick shipment cases of assorted colors in Muranese or Moss patterns. Cases contain about 275 feet.

We have also enormous stocks of best quality Plate and Window Glass.

Write nearest office

Toronto, Montreal Winnipeg

Consolidated Plate Glass Co.
Limited



NEW IDEA IN SHOVELS

THE SPLIT HANDLE

Advantages over old style:
1. GREATER STRENGTH
2. LESS WEIGHT
3. MORE ROOM FOR THE HAND

The handle is split at the top to form a D, and is made wider than the ordinary D handle, giving more room for the hand.

The hand piece is rabbited into the side pieces and held together by a rivet passing through them. The rivet at the bottom of the D prevents the handle from splitting downwards.

When ordering, specify Split D handles, as we furnish them on all shovels, spades, etc., without extra cost.

The D. F. Jones Mfg. Co., Limited, - Gananoque, Ontario

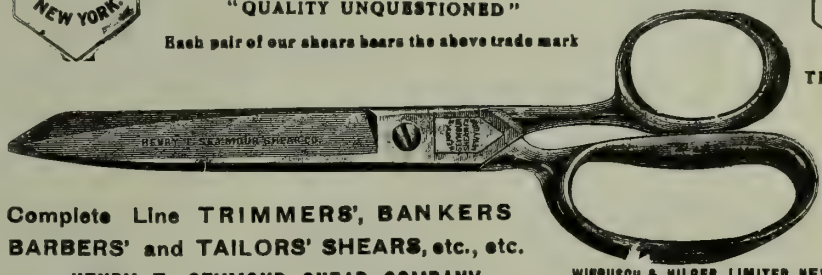
SEYMOUR SHEARS

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

TRADE MARK



Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents



The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL



Buy the Best.

HERCULES

Sash Cord

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?

Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***

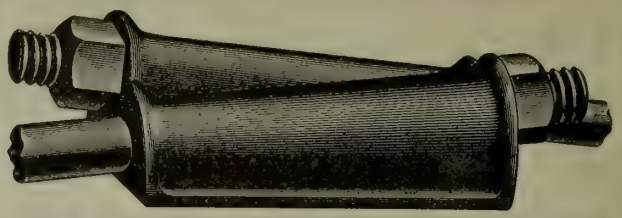


Special Display Case

Write for Price

THE MANUFACTURERS SALES CO., - Birks Bldg., MONTREAL

TANK LUGS



FOR ROUND RODS ON WATER TANKS, SILOS, ETC.

MALLEABLE IRON All sizes—⅜ inch to 1½ inch ready for immediate shipment

Also over-flow connections for wood tanks

OTTERVILLE MANUFACTURING CO.

OTTERVILLE, ONT. Limited

IT'S THE QUALITY of OUR BELTING

that we SELL, and it helps to sell it again.

How many times are you asked for some of the best belting? You should profit by handling a nice *assortment* of our various grades of belting. It's so easy to say the best, etc. It's easy to say it will last and that *we tan* the *belts* and select them from the best part of the *best hides*. We can prove it *Let us do it for you.* There's money in *Belting, too.*

Anything in Leather Belting or Lace Leather.

To-day is the day to let us hear from you.

J. L. GOODHUE & CO., Limited

Danville, :: :: Que.

The most generously handled belting factory in Canada

Cap Screws, Set Screws, Studs

Special Milled Work

Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY

LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND

Notice to Subscribers

Subscribers will confer a favor on us by notifying us in case they are not receiving their paper regularly, or if they find they have missed one or more issues. We send out thousands of copies each month, and it is only natural to suppose that a few copies will go astray in the mails, even though every precaution is taken by us to avoid this.

We should also be notified at once of any change in address, giving both old and new addresses.



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.



Summer Rubs!

It is during this weather that much polishing is done—door knobs, letter box slits, brass on boats, etc. Is your stock of

Royal Polishes

sufficient to meet all requirements?

If NOT, increase it to-day. Shipments very prompt.

ROYAL POLISHES COMPANY

MONTREAL

JOSEPH RODGERS & SONS,

SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

CUTLERY

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADEMARK

GRANTED 1682

Sole Agents for Canada

James Hutton Company

Montreal



Fully Warranted

No. 3—for Cross Cut Saws, single tooth
No. 4— " " " Double "
No. 5— " Timber and Board Saws

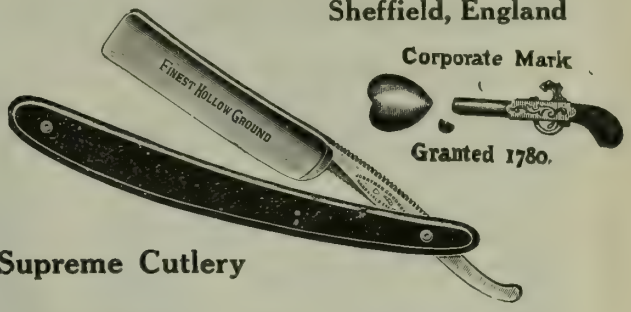
These are the Standard Saw Sets used by the leading saw mills for cross cut, circular, timber and board saws.

CHAS. MORRILL, - 271 Broadway, NEW YORK

Jonathan Crookes & Son

Sheffield, England

Corporate Mark



Granted 1780.

Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

"VOL-PEEK"

GRANITE CEMENT

Mends all the holes in ANY Pot or Pan.

Made of harmless, non-poisonous materials. Invariably effective. Easily applied. Quick and profitable seller.

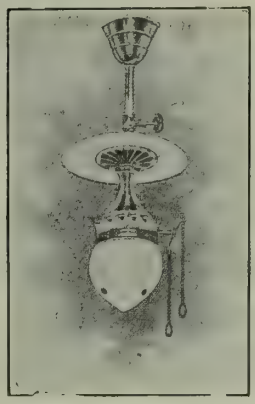
Send for a trial lot



H. NAGLE & CO., Montreal, Sole Manufacturers

Agents:

N. A. Bedard & Co., Montreal, Agents for Province Quebec.
Watson & Truesdale, Winnipeg, Agents for Manitoba and Sask. (Regina excepted).
C. E. Jarvis & Co., Vancouver, Agents for British Columbia, Edmonton and Calgary.
H. P. Cowan & Co., St. John's, Nfld., Agents for Newfoundland.



A PULL TURNS ON THE LIGHT

Better than electricity or city gas, cheaper than coal o il or c ndles. Steady, white, brilliant; ¼ cent per h ur for 500 candle power.
Lighted or extinguished by a pull of chain and regulated to any desired candle power in the same way.
Absolutely Safe, permitted by all insurance companies. **More Light Means More Business.**
Delivered ready for any one to install.
Write now for circular and special price to merchant direct.
For stores, homes, churches, hotels, etc. First class agents wanted.

MACLAREN & CO.
Gasoline Lighting Systems
MERRICKVILLE, ONT.

You Will Save Money
By Using

"Neptune Unrivalled" Patent Steel Fencing Wire

and

"IGEL" BARB WIRE

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft Carlswerk, M. E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

Glues, Gelatines, Size, Etc.

When in the market for these lines, send for our quotations.

Or better still, send for them now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 **Appley Bridge, Wigan, Lancs., England**



A Splendid Line for Fall Trade

Your customers can save dollars on repairs to stoves and furnaces by using

STERNE'S STOVE PUTTY

Odorless, never cracks, makes light joints, bakes hard, neve crumbles.

Stock and recommend our

ASBESTOS FURNACE CEMENT

It bakes hard as iron, is strictly fireproof and a perfect non-conductor.

Send postal for samples and prices.

G. F. STERNE & SON, - Brantford, Ont.

RIVETS

IRON—COPPER—BRASS

Tinned, Coppered or Plated Finishes



Every Shipment Guaranteed. Prompt Delivery

Get our quotations before buying

IT WILL PAY YOU

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

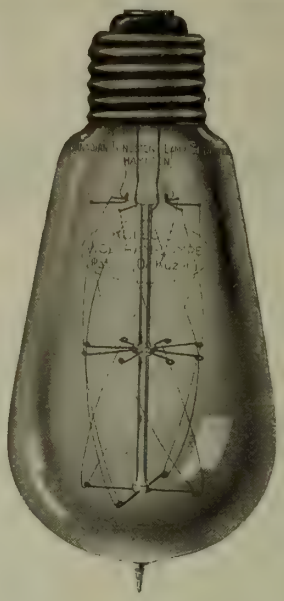
PATRONIZE THE INDEPENDENTS

"Kolloid-Wolfram"

(Registered Trade-Mark)

Brighter the Store

Better the Business



Tungsten Lamps

Better the Lamp

Brighter the Store

Use Kolloid-Wolfram Lamps. Increase Your Business and Reduce Your Expenses.

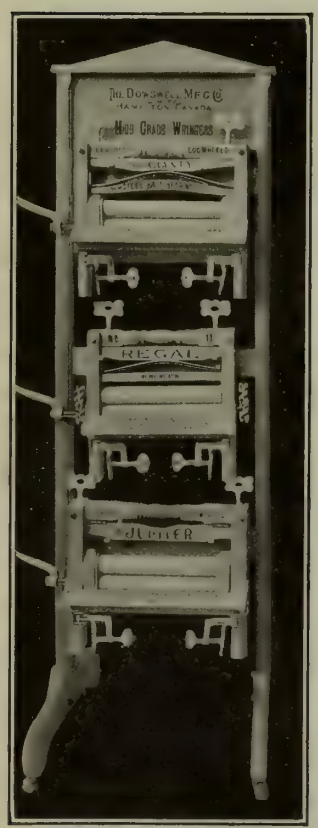
For Sale Everywhere. But Beware of Imitations.

Manufactured in HAMILTON, ONT., by

The Canadian Tungsten Lamp Co., Ltd.---Lighting Experts

ARROW BRAND

Clothes Wringers



Front View

Displayed on this Stand
make

Quick Sales

and

Satisfied Customers

Its a

Silent Salesman

that draws no Salary and never grows tired Showing Goods.

Write us for particulars

Cummer - Dowswell, Ltd.

Hamilton, : : : Ontario

Eastern Agents:
W. L. Haldimand & Son,
[illegible]

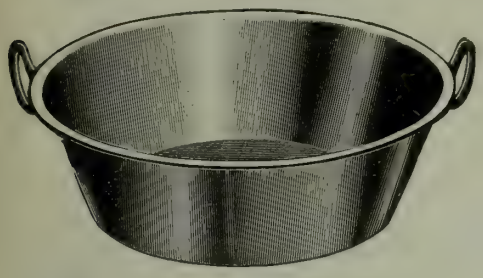
Western Agents:
H. F. Moulden,
Winnipeg



Back View

WRIGHT'S "ANTI-RUST" KITCHEN UTENSILS

Use them and avoid ill-health and disease caused by flaky enamel. Ask your jobber for WRIGHT'S "ANTI-RUST" TINWARE



Wright's "ANTI-RUST" Dish Pan

X.X.X.X. Heavy Redipped Stock.
Heavy Malleable Handles.
Quarts, 14, 17, 21.

WRIGHT'S
"ANTI-RUST"
BOILER

X.X.X.X. Heavy Redipped Stock.

Pit or Flat Copper Bottom

or

Tinned Iron Bottom.

"Easy-Grip" Handles.

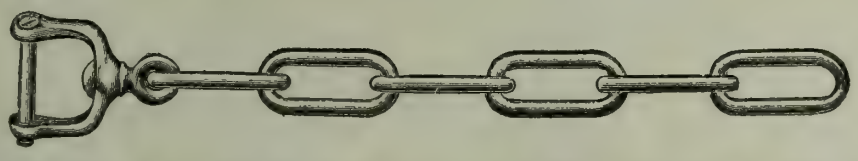
Pieced Cover.



E. T. WRIGHT & CO. (H. G. WRIGHT) Hamilton, Can.

Winnipeg Distributing Agents—Merrick-Anderson Co., Winnipeg, Man.

Electric Welded



Highest Quality

THE QUESTION OF QUALITY

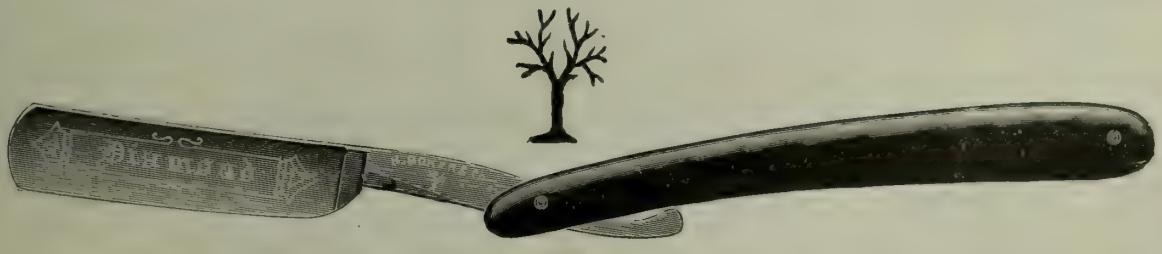
SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

Coil Chain	Logging Chain	Heel Chain	Loading Chain	German Coil	Halter Chain	Tie Outs	Cow Ties

McKINNON CHAIN COMPANY

BUFFALO, N.Y. ST. CATHARINES, ONT.



H. BOKER & CO.'S "DIAMOND"

In appearance and cutting quality exactly as the "King Cutter." Made expressly for Gentlemen who shave themselves. The "King Cutter" is made chiefly for Barbers.

The "Diamond" may be had from the Wholesale Hardware Trade for $7.90 per dozen.

A STRONG, YEAR-ROUND SELLER!

Our Special Celluloid Oval Handle

DESSERT AND TABLE KNIVES

The best value in Celluloid Knives on the Market! Put up in racked boxes of 1/2 dozen.

The McGlashan-Clarke Co., Ltd. **Niagara Falls, Can.**

Agents—J. Mackay Rose, 83 McGill St., Montreal, Que.; N. F. Gundy, 61 Albert St., Toronto, Ont.; David Philip, 291 Portage Avenue, Winnipeg, Man.



"THE SECRET OF SUCCESS"

IS A SUBJECT IN WHICH MANY PEOPLE ARE INTERESTED

In business life *SUCCESS* is variously attained.

We have found that the best way to *gain* it *is to make* the *right class of goods;* make them a little better than the other man, and *quote a fair price.*

"*DOMINION BRAND*" Tarred Felt is an article which will help *you* to *success.* Our *Coal Tar Roofing Pitch* and other roofing materials are just as well manufactured, and are just as saleable. Let us handle a trial order for you.

LOCKERBY & McCOMB, Ltd., 65 Shannon St., Montreal



THE "FAVORITE" CHURN

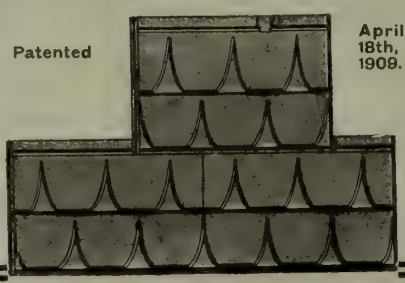
is a good one every way you look at it. The barrel is of thoroughly seasoned hardwood, with trunnions balance bolted on. Stand is angle steel, very light, perfectly rigid and very strong. Has a most convenient hand and foot drive, and roller bearings for easy running. It easily BEATS ALL OTHER CHURNS in Canada as a seller. In fact, more "Favorites" are sold than all others combined. It's the churn that will pay you best. 8 sizes, to churn one-half to 30 gallons of cream.

David Maxwell & Sons, St. Mary's, Ont.

The "Crown" Patent Lock All Round Shingle

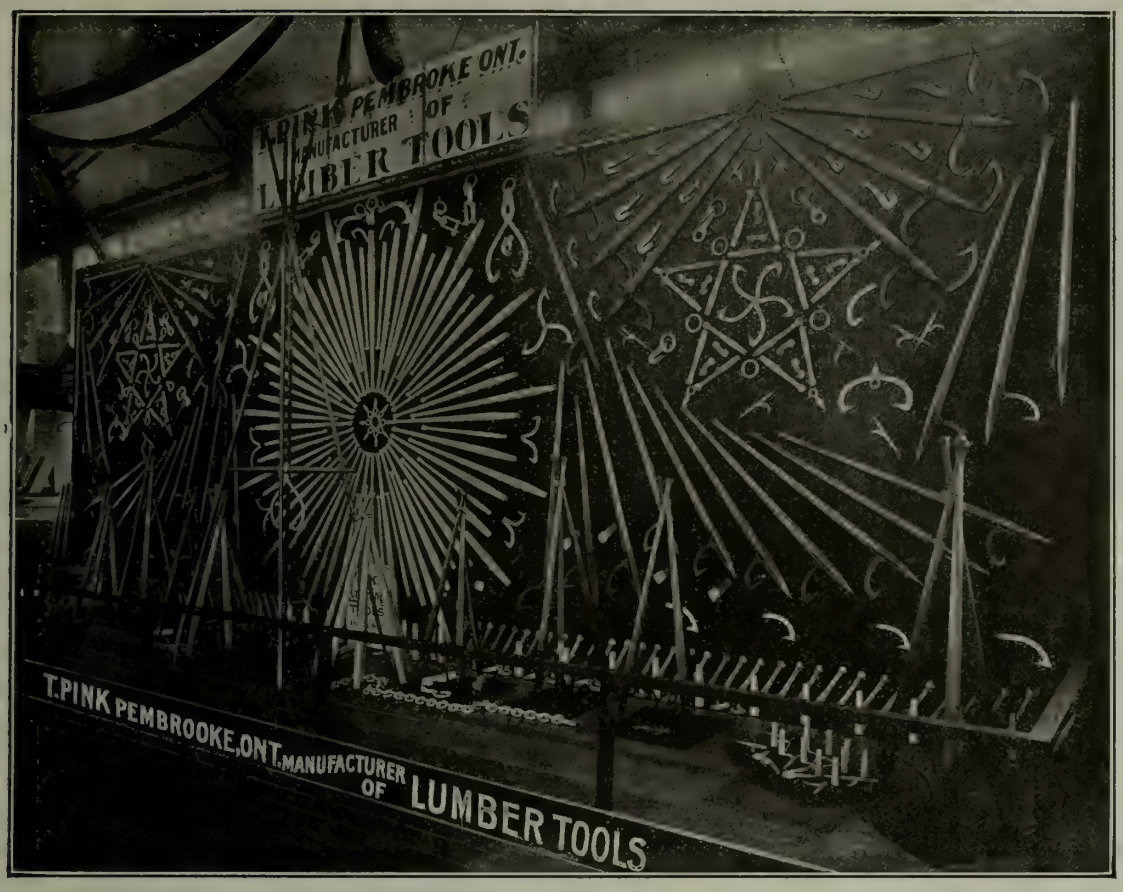
locks perfectly top and bottom with nailing flange. Has free open side gutter with nailing flange and cannot be closed by use or accident. Money saved by using the fastest laid shingle on the market. Made of best galvanized iron, and can't rot like wood or crack like slate. Never leaks and never needs repairs.

We need a live agent for "Crown" Shingles in every city and town.



Write for catalogue, price list and free samples.

McFarlane & Douglas,
Limited
OTTAWA, - - - Canada



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

LONG LIFE METALS

YOU CAN MAKE MONEY BY HANDLING OUR DIFFERENT GRADES OF

BABBITT METALS

We co-operate with the dealer, and send out advertising matter in our mutual interest. Write for prices and be convinced. We also manufacture all grades of tinners' and plumbers' solders.

The James Robertson Company, Limited, Montreal Toronto St. John Winnipeg

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

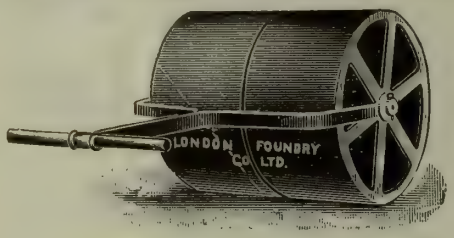
Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

HAND ROLLERS

Just the Thing for Rolling Lawns



Two Section Hand Roller

Made entirely of cast iron and steel, with 2-inch axle on which revolve two cast iron drums, each 12-inch tread and 22-inch diameter.

One Piece Hand Roller

18-inch tread and 26-inch diameter.

Water Ballast Hand Roller

36-inch tread and 30-inch diameter.

Write for Catalogue and Prices

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA

Tea and Coffee in Perfection!

Everybody drinks more or less Tea and Coffee, and there is no method known of making such perfect Tea or Coffee as brewing it in our

HYGIENIC Coffee Percolator



It is furnished with our new Monarch Regulating Lamp, and is handsomely finished.

A line you can handle most profitably.

Write for our new Illustrated Catalogue.

The Buffalo Mfg. Co.

BUFFALO, N.Y.

Canadian Representatives

H. F. McIntosh & Co.

28 Toronto Street

TORONTO

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



VIEW OF BIRMINGHAM WORKS

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

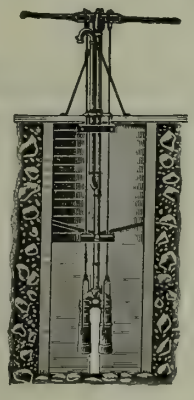
Architects' Own Designs and Special Requirements Carefully Executed

HAVE A PLAN. The man who is satisfied with what comes to him unsolicited answers few knocks at the door. The stay-at-home misses daily opportunities that pass at the next corner. Get away from the desk—get out of the chair-tilting class. Opportunities are in perpetual motion. Get after them. Lay out a plan, a campaign for new business—then go after it. Exhaust every source, swing every prospect into line. Don't be satisfied with the business that you have—get more.—System.

WHAT WE CLAIM FOR

The AYLMER

DOUBLE CYLINDER
DOUBLE ACTING **FORCE PUMP**



This is the only Pump manufactured that has no leather suckers and requires no packing or packed joints of any kind.

Easy Working.

Always Primed.

Never Freezes.

In case of fire this pump has no equal.

THIS CUT represents our Pump as shown in the well. This with three way cock and side pipe for conveying water to barn or wherever needed will force the water any distance, and to any elevation required with ease

Manufactured only by

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - ONTARIO

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

An Ideal Lighting Plant

and one which can be handled and installed by every hardwareman is the

Monarch Acetylene Generator

(Canadian Patent No. 118217)

It is absolutely safe, easy to recharge, gives a uniform gas pressure and is perfect in action. The Carbide Feeding Device operates outside, so that it cannot form accretions, become clogged or encrusted with lime salts.



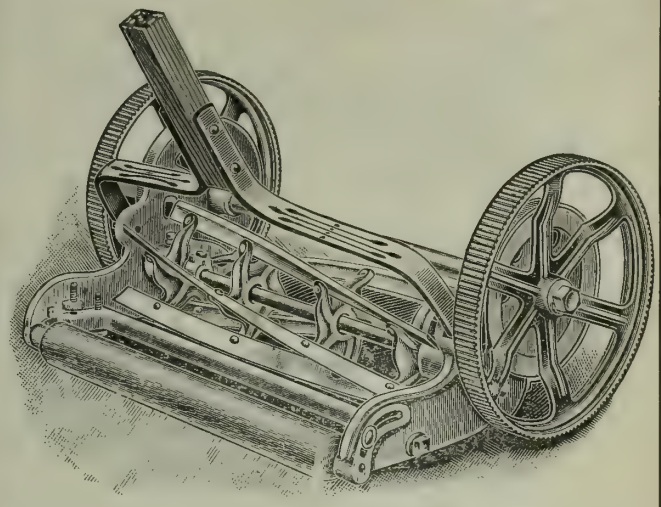
Approved by the Canadian Board of Fire Underwriters for installation in any building in Canada.

Write for catalogue and particulars.

Department "E"

The Monitor Manufacturing Co.

FREDERICTON, N.B.



"W & B"
Lawn Mowers

Built of selected material throughout and unequalled for strength, durability and light draft.

Elegantly finished in attractive colors that make the machines the most ready sellers ever put on a dealer's floor.

A complete line of mowers, including strictly high grade, medium and low-priced machines.

We are booking orders now for 1911 delivery and solicit your order, or an opportunity to name you prices.

TRADE MARKS W&B

The

Whitman & Barnes Mfg. Co.

St. Catharines, Ontario

A WARM HOUSE in winter is a COOL HOUSE in summer

This IDEAL can be achieved by using OUR BUILDING PAPERS and ROOFING.
It saves MONEY and gives COMFORT, at the same time BRINGING BUSINESS to the dealer.
We make these lines to suit the Canadian climate. These are the Brands—

BLACK DIAMOND Tarred Felt **JOLIETTE and CYCLONE Sheathing.**

We also sell wrapping papers of all descriptions

ALEX. McARTHUR & CO., Limited
82 McGill Street **MONTREAL**

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch.....	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb.....	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot.....	13 50 13 50
Cut lengths, round bars, ½ to 2 in. .	21 00
Plain sheets, 14 oz., 14x48", 14x60"..	23 00
Plain, 16 oz., 14x48 and 14x60.....	22 00
Tinned copper sheet, base.....	24 00
Planished base.....	28 00
Braziers', in sheets, 6x4	23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1.....		20 00
" " No. 2....		19 50
Middlesboro, No. 3 pig iron..	17 75	20 00
Summerlee, No. 2 " ..	20 25	22 50
Carron, special.....	20 00	....
Carron, soft.....	19 75	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow.....	17 75	20 50
Glengarnock.....	....	22 50
Radnor, charcoal iron.....	32 00	32 50
Ayresome, No. 3.....	18 75	....
Ferro Nickel pig iron (Soo).....	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...	....	27 50
Angles..... .... base	2 50	2 50
Common bar, per 100 lb.....	1 90	2 05
Forged iron	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel.....	1 90	2 15
Sleigh shoe steel.....	1 90	2 15
Iron finish machinery steel (domestic).....	1 95	2 15
Iron finish steel (foreign)....	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 40	2 50
Mining cast steel.....	0 07½	0 08
High speed.....	0 65	0 65
Capital tool steel.....	0 50	..
Cammell Laird		0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	0 06½	....
Silver tool steel.....	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch.....	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets.....	2 40	2 60
All bright, 52 sheets.....	3 50	3 50

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52.....	4 45	4 45	4 35
60.....	4 70	4 70	4 60
20x28x80.....	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20....	3 60	3 35	3 60	3 60
22-24....	3 65	3 40	3 65	3 65
26.....	4 05	3 80	4 05	4 05
28.....	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 25 cents extra.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch.....	2 03	¼ inch.....	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 10½
Light copper bottoms	0 09½	0 09½
Heavy red brass.....	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass.....	0 06	0 06½
Tea lead.....	0 02½	0 02½
Heavy lead.....	0 02½	0 02½
Scrap zinc	0 03	0 03½
No. 1 wrought iron	12 00	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate.....	12 50	13 00
Malleable	9 00	8 00
Miscellaneous steel	5 00	6 00
Old rubbers.....	0 09½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 50	3 75
Imported pig, per 100 lb.....	3 75	3 85
Bar pig, per 100 lb.....	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll...	5 00	5 00
Sheets, 3 to 6 lb. ft.....	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¼c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 20	0 20
Wiping	0 18½	0 19

SHEET ZINC.

5-cwt. casks	6 75	6 75
Part casks.....	7 00	7 00

SPELTER.

Foreign, per 100 lb	6 00	5 75

TIN AND TINPLATES

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$37 00	37 00

Charcoal Plates—Bright..

	Per box
M L S, Famous (equal Bradley)	
I C, 14x20 base.....	$5 50
I X, 14x20 base.....	6 50
I X X, 14x20 base	7 50
Raven and Vulture Grades—	
I C, 14x20 base.....	5 00
I X, 14x20 base.....	6 00
I X X, 14x20 base.....	7 00
I X X X, 14x20 base.....	8 00
"Dominion Crown Best"—Double. Coated, Tissued.	
I C, 14x20 base..... 5 50	5 75
I X, 14x20 base..... 6 50	6 75
I X X, 14x20 base..... 7 50	7 75
"Allaway's Best"—Standard Quality.	
I C, 14x20 base....	4 25
I X, 14x20 base	5 00
I X X, 14x20 base.....	5 75

Bright Cokes

Bessemer Steel—		
I C, 14x20 base.....		4 00
20x28, double box.....		8 00

Charcoal Plates—Terne.

Dean or J. G. Grade		
I C, 20x28, 112 sheets		7 50
I X, Terne Tin.....		9 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
XX, 14x56, 50 sheet bxs.	....	6 75
" 14x60, "		
" 14x65, "		

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 25	7 50
" " 26 "	....	8 00

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4 25; No. 15, $4.50; in lengths 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4.90; No 18, $3; No. 19, $2,70; 6 wire solid line, No. 17, $4.45; No. 18, $3 10; No 19, $2 80 All prices per 1000 ft measure; 6 strand. No 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net; Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6- Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb. hanks, 25c; in ½-lb hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c

HEINISCH
TAILORS' SHEARS



You give your customers the greatest possible value for their money every time you sell a pair of Heinisch Shears. They are perfectly made and finished and have an exceedingly keen cutting edge. Heinisch Shears will give your customers unbounded satisfaction. Sold by all jobbers.

Tailors' Shears, Trimmers, Soissors, Tinners' Snips.

R. Heinisch's Sons Co., - - - - - - Newark, N.J., U.S.A

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs.. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ¼, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow "	0 18
Golden ochre "	0 11
French " "	0 09
Chrome green "	0 11
French permanent green "	0 15
Sign writers' black "	0 17
Marine black, 25 lb. irons	0 05

GLUE.

French medal	0 10
German common sheet	0 10
German prime	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Brantford all-round glue, ½-lb. packages, 10c.; ¼-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 19½	0 19½
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb., "	0 23½	0 23½
Tins, 1-lb., 100 in case	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	1 70
Canada Paint Co.'s pure	1 60
Globe house paint (Windsor)	1 25
"New Era" house paint (Windsor)	1 35
Benj. Moore Co.'s "Ark" Brand	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson's "English"	1 60
Ramsay's paints, Pure	1 4
" Thistle	1 10
Martin-Senour 100 p.c. pure, base	1 70
Senour's Floor Paints, base	1 35
Jamieson's "Crown and Anchor"	1 50
Jamieson's floor enamel	1 75
Island City pure paints	1 50
Sanderson Pearcy's, pure	1 40
Robertson's pure paints	1 40

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 45
Bladders in bbls	2 70

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Prime white petroleum per gal	0 13	
Water white "	0 15	
Pratt's astral "	0 17½	
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls	0 19	
Benzine, per gal single bbls	0 17	
Turpentine, single barrels	0 96	0 99
Linseed Oil, " raw	0 99	0 99
" " boiled	1 02	1 02

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's. white enamel	3 50
Canada Paint Co's sun varnish	2 00
" Kyanize" Interior Finish	2 40
" Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 50
C.O. Co's. Permanite, interior	2 00
" Herculo, exterior	2 50
" Reflex, floor	2 25
" Japanite Dryer	1 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 25	6 40
Elephant Genuine	6 25	6 40
Lily Pure	5 75	5 90
Tiger Pure	5 55	5 70
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		5 50
Brandram's B. B. Genuine	7 00	7 15
"Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 50	5 65
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 75	5 90
Island City pure lead	5 75	5 90
Sterling C.P.		5 75
" Decorators		5 25
Sanderson Pearcy's		5 75
Robertson's C.P., lead	5 50	5 65
Decorators' Pure	5 75	5 90

No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	8 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40

Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 50
Double strap hangers, doz. sets		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		6 50
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron (83 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	75

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts, 80.

Amatite ROOFING

When a man is under the necessity of using a lot of roofing, he is pretty sure to study the subject with great care.

That is why Amatite is so often used on the big ready-roofing contracts.

A man who has only a few hundred feet of roof will often be careless in his choice of roofing, but when it comes to thousands of square feet Amatite is sure to be used.

The following is a typical instance:

Buy It—and You'll Never Need Roof Paint

Paterson Manufacturing Company. Waterbury, Conn.,

Dear Sirs:—We wish to inform you that the "Amatite" Roofing which we have used on our office, storehouse, lumber shed and barn has given most satisfactory service.

The area that these roofs cover is about 15,000 square feet. The roofing is unusually attractive in appearance, and in our judgment is the most durable and satisfactory made. The fact that it requires no painting appeals to us very strongly, and this feature makes it by far the cheapest ready roofing on the market.

CITY LUMBER & COAL COMPANY.
[Signed] F B. Boardman, Treasurer.

The economy of Amatite is not only in its durability and its price (lower than any other mineral surfaced ready roofing on the market), but also in the fact that *it requires no painting.*

You may be sure it would cost something to paint their big roofs if they used a roofing that needed painting. All that is saved with Amatite.

A sample of Amatite will be sent you for inspection free if you will send name to the nearest Paterson office at once.

The Paterson Manufacturing Company, Ltd., Montreal, Vancouver, Toronto, St. John, N.B., Winnipeg, Halifax, N.S.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60", per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " " "	0 95
2 Ply complete, per roll	1 15
3 " " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BINDER TWINE.

500 feet, sisal	0 07½
500 " standard	0 07½
550 " " manilla	0 07½
600 " "	0 08½
650 " " "	0 09

Car lots, ½c. less; 5-ton lots, ¼c. less Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, 45 p.c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.
Crescent brands, 70 per cent.

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 60	1 70
White Bros. English	2 00	2 06
" Lafarge " cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	3 00
3 " " "	3 65
4 " " "	4 80
5 " " "	6 60
" "	8 00

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	8 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 nch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEONS

Canadian, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 50 per cent
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 75
10 " " "	3 00
12 " " "	3 50
15 " " "	5 00

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent,
Galvanized washtubs, 45 per cent.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	9 00
" " ¾ " "	10 00
" " 1 " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 45

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 n per 100 lb.	4 50
over 12 in. "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $8.40; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.

Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.35; No. 1192, $19.55.

Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—	
½ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern. No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4.10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

Toasters, 50 p.c
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast	per doz.	6 75
Lift Tubular and Hinge Plain.	"	5 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.10; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $5.10; do., 4 knives, $6 25; 9 in. wheel, 3 knives, 12 in. sizes, $6 75; do., 4 knives, $7 25; 10½ in. wheel, 4 knives, 12 in. sizes, $8.50; ball bearing, do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from		12 00
Axes, dozen, from		6 50
Axe handles, dozen, from		1 15
Cross cut saws, per foot	0 25	0 43
Axe wedges, dozen		0 25
Ball and heel calks	4 00	4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 25
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz.	9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1½—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33½ per cent.
Pressed spikes, ⅜ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb	4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent. discount
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 42½
"Singalese" and "Alaska" Nevada silver flatware, 42 p c.

Say, Brother Hardwareman

did you know that we manufacture the most complete line of

CUTLERY

in the world? The "Clauss" Shear Company can supply all your needs and will help to sell your goods by their insistent consumer advertising. Our Natural Gas Process produces a blade with a perfectly tempered edge. Our catalogue cannot help being of value to you! Send for it.

CLAUSS SHEAR COMPANY, 169 Spadina Ave., Toronto



TINNERS' SNIPS

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
8, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pitts, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 10 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 09
Pure Manilla rope	0 10½
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Sisal bed cord, 48 feet, per doz.	0 65
" " 60 feet, "	0 80
" " 72 feet, "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	0 30
Mattress twine, per lb.	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 feet, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	3 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 30 lbs.	1 40

SASH CORD.

No. 8, per lb. 0 34½

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
" iron, per doz.	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per doz.	0 65 1 00
North Bros., No. 30, per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch, " "	7 50
Nestable, 45 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common, per doz.	1 22
7-inch, "	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p.c.	

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES - OIL AND SCYTHE.

Washita, per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe, per gross	3 50	5 00
Grind, 40 to 200 lb. per ton	20 00	22 00
" under 40 lb. "		24 00
" 200 lbs. and over		28 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 84
" steel, No. 264, 66 ft., each	3 60
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz.	73 75
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	172 50

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz.	50 75
Improved Royal Canadian, 11 in.	56 00
Eze, 10 in., per doz.	51 00
Bicycle, 11 inch	66 25
Trojan, 12 inch	105 00
Challenge, 3 year, 11 inch	49 75
Ottawa, 3 year, 11 inch	56 00
Favorite, 5 year, 11 inch	57 00

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in.	1 00
" " " 36 in.	1 25
" " neckyokes, 36 in.	1 65
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shove handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHER

Canadian, 50 per cent.

INDEX TO ADVERTISERS

Allan Hills Edge Tool 19
American Shearer Co 24
Anthony, M. B. 24
Anti Splash Filter Co. 24
Armstrong Bros. Tool Co. 25
Atkins, E. C., & Co. 28
Atlas Mfg. Co. 24
Autolock Safety Cock and Bolt Co. 9
Aylmer Pump and Scale Co. 69

Barrett, W. L. 24
Barker & Co., D. J. 20
Barnett, G. & H. Co. ..... outside back cover
Beath, W. D. & Son 12
Bosse & Banks 24
Bowser, S. F., & Co., Ltd. 56
Brandram-Henderson, Ltd. 52
Buffalo Mfg. Co. 68
Burrow Stewart & Milne Co., Ltd. 13
Butterworth Foundry Co. 21

Cameron & Campbell 24
Canada Bolt and Nut Co. 12
Canada Cement Co. 20
Canada Foundry Co. 62
Canada Glue Co. 6
Canada Metal Co. 25
Canada Paint Co. 64
Canada Screw Co. 76
Canada Steel Goods Co. 8
Canada Wire Goods Mfg. Co. 25
Canadian Copper Co. 49
Canadian Ferrosteel Co. 21
Canadian Heating & Ventilating Co. 19
Canadian Sales & Mfg. Co. 25
Canadian Hart Wheels 24
Canadian Tungsten Lamp Co, Ltd. 64
Cartland & Son, Ltd. Jas. 68
Caverhill, Learmont & Co. 5
Chadeloid Chemical Co. 58
Chance Bros. 58
Chicago Spring Butt Co. ..... inside back cover
Clare Bros. & Co. 18
Clauss Shear Co. 73
Collins Mfg. Co. 24
Connor, J. H., & Son 59
Consolidated Plate Glass Co. 61
Copp, W. J., Sons & Co. 47
Corbin Cabinet Lock Co. 27
Covert Mfg. Co. 24
Crookes, Jonathan, & Son 63
Cummer Dowswell, Ltd. 64

Davidson, Thos., Mfg. Co. 8
Dennis Wire & Iron Co. 45
Directory of Manufacturers 24 25
Disston, Henry, & Son 9
Dominion Wire Mfg. Co. 26
Dorken Bros. ..... outside front cover, 65
Dougall Varnish Co. 56

Ford Auger Bit Co. 62
Frothingham & Workman, Ltd. 4

Galt Art Metal Co. 29
Gibb, Alexander 24
Gilbertson, W., & Co. 23
Gillette Safety Razor Co. 11
Goodhue & Co., Ltd., J. L. 62
Gourack Ropework Co. 24
Gravel, Ludger 55
Greening, B., Wire Co. 27
Grove Chemical Co. 63
Guelph Spring and Axle Co. 25
Gurney Fdy. Co., Ltd. 16
Gutta Percha & Rubber Mfg. Co. ..... outside back cover

Hamilton Cotton Co. 61
Harris, J. W., Co. 22
Hart & Cooley 20
Heinisch, R., Sons Co. 71
Hemphill, T. W. 24
Hobbs Mfg. Co. 59
Howland, H. S., Sons & Co. 7
Hoyle, Robson, Barnett & Co. 47
Hull & Liverpool Red Oxide Co. 6
Hutton, Jas., & Co. 62

Imperial Varnish and Color Co. 51
International Varnish Co. 56

James & Reid 24
Jardine, A. B., & Co. 47
Jones Mfg. Co., Ltd., D. F. The 61
Johnson's, Iver, Arms and Cycle Works 49

Kains, J. M., & Co. 24
Kemp Mfg. Co. 30
Kendrick & Co., Ed. 23
Kerr Engine Co. ..... inside back cover

Laidlaw Bale Tie Co 75
Leslie, A. C., & Co 49
Lewis Bros., Ltd 3
Lockerby & McComb 66
London Foundry Co 68
London Rolling Mill Co 49
Lufkin Rule Co. ..... inside back cover
Lysaght, John ..... outside front cover

McArthur, Alex., & Co 70
McClary Mfg. Co 14
McDougall, R., Co 19
McFarlane & Douglas, Ltd 66
McGlashan-Clarke Co., Ltd 66
McKinnon Chain Co 65
MacLaren & Co 63
McMaster, R 59

Malleable Iron Range Co 17
Manufacturers Sales Co 62
Maple City Mfg. Co 1
Martin-Senour Co 53
Maxwell, D., & Sons 66
Metal Shingle and Siding Co 26 45
Metallic Roofing Co 2
Millers Falls Co 55
Monitor Mfg. Co 69
Montreal Rolling Mills Co 51
Moore, Benjamin, & Co 53
Morrill, Chas. 63
Morris & Bailey Steel Co 67
Morrison, James, Brass Mfg. Co 28

Nagle & Co., H 63
National Hardware Co 22
Newmark, Louis 21
Newman, W., & Sons 24
Nicholson File Co 75
North Bros. Mfg. Co 1
North Bay Wire Works 25
Nova Scotia Steel and Coal Co 49

Oakey, John, & Sons 25
Oneida Community 6 10
Otterville Mfg. Co 62

Parmenter Bullock Co., The 27
Paterson Mfg. Co 72
Pearson, Geo. D. & Co 25
Pease Foundry Co 45
Peterborough Lock Co. ..... inside back cover
Pilkington Bros 58
Pink, Thos 67
Plymouth Cordage Co 60

Queen City Oil Co 13 61

Ramsay, A., & Son Co 55
Reid, James 24
Robertson Mfg. Co., Ltd., P. L. 63
Robertson, Jas., Co., Montreal 67
Rolland Paper Co., The 27
Roper, J. N 43
Ross Rifle Co 76
Royal Polishes, Ltd 62

Samuel, M. & L., Benjamin, & Co 22
Scarfe & Co 57
Seymour, Henry T., Shear Co 61
Sharratt & Newth 25
Shaw, A., & Son 61
Sherwin-Williams Co 51
Simonds Mfg. Co 23
Simonds Canada Saw Co 12
Smart Mfg. Co., Ltd., The James 15
Sonne, Thos., sr 24
Standard Arms Co 2
Standard Paint Co 57
Standard Paint and Varnish Co 55
Stanley Rule and Level Co 57
Stephens G. F 45
Sterne & Sons, G. F 63
Stewart Mfg. Co., Jas., Ltd 15
Still, J. H., Mfg. Co 1

Taylor-Forbes Co. ..... outside front cover
Thompson, B. & S. H. ..... outside back cover
Thompson & Gunn 25
Toronto Furnace and Crematory Co 23
Toronto Plate Glass Importing Co 25

U. M. Cartridge Co 29
U.S. Steel Products Export Co 30

Want Ads 50
Warminton, J. N 25
Watson Jack, & Co 63
Western Distributors, Ltd 24
Western Wire and Nail Co 25
White Mop Wringer Co 23
Whitman & Barnes Mfg. Co 69
Winnipeg Paint and Glass Co., Ltd 47
Wright, E. T., & Co 65

CLASSIFIED LIST OF ADVERTISEMENTS

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Anchors, Star Screw
Star Expansion Bolt Co., New York

Babbitt Metal.
Canada Metal Co., Toronto
Frothingham & Workman, Ltd., Montreal
Magnolia Metal Co., New York
Robertson, Jas. Co,. Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting
J. L. Goodhue & Co., Danville, Que.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal

Bolts---Expansion
Star Expansion Bolt Co., New York

Box Strapping
J. N. Warminton, Montreal

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Bridle Rings---Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
Hill, Jas., & Co., Ltd., London, England
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lockerby & McComb, Montreal.
Lufkin Rule Co. Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cable Dogs, Sebco
Star Expansion Bolt Co., New York

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Dowswell Mfg. Co., Hamilton.
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines.
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton,
R. McMaster, Vancouver.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,
W. D. Beath & Son, Ltd., Toronto

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto.
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Drills---Brick and Stone
Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

Electric Dry Batteries
Canadian Carbon Co., Toronto

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electric Fixtures.
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engine Supplies, etc.
Kerr Engine Co., Walkerville, Ont.
Penberthy Injector Co, Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Watson, Jack & Co., Montreal

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Ltd., Montreal

Filters
Anti-Splash Filter Co., Owen Sound,

Firearms and Ammunition.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes.
Dennis Wire & Iron Co., London

Furnaces.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing
Canada Metal Co., Toronto.
U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Galvanized Iron
John Lysaght, Ltd., Bristol, Newport and Montreal.

Glass
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal

Glass Cutters
W. L. Barrett, Bristol

Glass Ornamental
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Toronto Plate Glass Importing Co Toronto.
Consolidated Plate Glass Co., Toronto

Glass Wired
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.

Glue.
The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appley Bridge, Eng

Guns
Harrington & Richardson Arms Co., Worchester, Mass.

Handles.
Still, J. H., Mfg. Co.

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque
Taylor-Forbes Co., Ltd., Guelph, On

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas
St Mary's Wood Specialty Co., Limited, St. Mary's, Ont.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Montreal Rolling Mills, Montreal.

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Lamps
Queen City Oil Co., Toronto

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont.
Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Lighting Fixtures
McLaren & Co., Merrickville

Locks, Knobs, Escutcheons, etc
Corbin Cabinet Lock Co., New Britain, Conn.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
United States Steel Products Export Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto, Ont.
Wright, E.T., & Co., Hamilton, Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
Queen City Oil Co., Toronto

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Dennnis Wire & Iron Co., London. Ont.
Canadian Wire Goods Mfg. Co., Hamton

Padlocks
Corbin Cabinet Lock Co., New Britain, Conn.

Pail Clasps
J. N. Warminton, Montreal

Paints, Oils, Varnishes, Glass
Brandram-Henderson, Montreal
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne, Eng.
Canada Paint Co., Montreal.
Dods, P. D. & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin. & Co. Toronto.
Pilkington Bros., Ltd., Montreal
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Martin-Senour Co., Montreal

Paris Green
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne.

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Plows.
The Paris Plow Co., Paris, Ont

Portland Cement.
Canada Cement Co., Ltd., Montreal
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Razors.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Red Oxide
The Hull and Liverpool Red Oxide Co., Ltd., Hull, Eng

Registers
The Canadian Ferrosteel Co., Bridgeburg, Ont.
Hart & Cooley Co., New Britain, Conn
Tuttle & Bailey Mfg. Co., Bridgeburg, Ont

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Barber Asphalt Co, Philadelphia
Winnipeg Paint & Glass Co., Winnipeg
United Roofing & Mfg. Co., Philadelphia. Pa.
Lockerby & McComb, Montreal
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Simonds Mfg. Co., Fitchburg Mass.

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton, On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.

Silverware.
McGlashan, Clarke Co., Niagara Falls.

Snaps
Covert Mfg. Co., Troy, N.Y

Sprayers
Cavers Bros., Galt, Ont.
Thos. Davidson Mfg. Co., Montrea
Kemp Mfg. Co., Toronto
E T. Wright & Co., Hamilton
T. Collins Mfg. Co., Toronto

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey SteelCo., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow. N.S.
U.S. Steel Products Export Co., Montreal

Stencils
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton, Ont.

Stoves, Furnaces
D. J. Barker & Co., Preston, Ont.
Butterwotrth Fdy. Co., Ottawa
Burrow, Stewart & Milne Co, Hamilton
W J Copp, Son & Co, Fort William, Ont
Canadian Heating & Ventilating Co. Owen Sound.
Clare Bros., Preston.
Davidson, Thos., Mfg. Co., Montreal.
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Jas Smart Mfg Co, Ltd. Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock
Queen City Oil Co., Toronto

Tacks.
Montreal Rolling Mills Co., Montreal.
Canada Screw Co, Hamilton
U.S, Steel Products Export Co., Montreal

Tapes.
Lufkin Rule Co., Windsor, Ont
Jas. Chesterman & Co., Sheffield Eng.

Tin Plate.
A. C. Leslie & Co., Montreal

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal

Vacuum Cleaners
Universal Vacuum Cleaner Ltd., Montreal
Onward Mfg. Co., Berlin

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Washing Machines, etc
J. H. Connor & Son., Ottawa, Ont.
Dowswell Mfg. Co., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Washing Machines—Power
Excello Specialty Co., Berlin, Ont.

Wagons—Children's.
Woodstock Wagon Co., Woodstoc

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Clutch Nails
J. N. Warminton, Montreal

Wire Goods
Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN

Nicholson

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

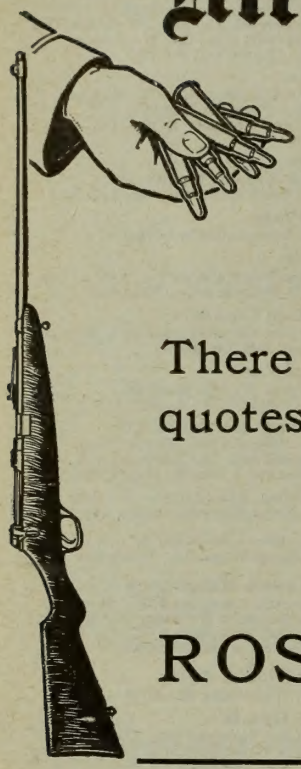
Don't let your stock get too low—unsatisfied inquiries mean lost customers.
Our specialty is a high-grade line of

WIRE NAILS

WIRE BALE-TIES. WIRE BARREL HOOPS.
BRIGHT AND ANNEALED WIRE OF ALL KINDS.
Ask your jobber for the Laidlaw line.

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO
Vancouver—George W. Laidlaw
Winnipeg—Harry F. Moulden

The Ross Rifle



Despite all *opposition*, ROSS RIFLES, both Military and Sporting, are winning prizes and doing the work they are built to do.

Dealers who do not handle Ross Rifles are simply neglecting a business opportunity.

There is a good margin for you, and the factory never quotes trade discounts except to the legitimate trade.

Write for catalogue and discounts.

ROSS RIFLE CO., Quebec, P.Q.



Jobbers

When you see this Trade Mark on a Package the contents are the best of their kind. The quality of our

STOVE and TIRE BOLTS; BRIGHT WIRE GOODS

Wood and Machine Screws; Wire Nails; Iron, Brass and Copper Rivets and Burrs; Tacks (all kinds); Staples; Corrugated Fasteners; Sink and Sleigh Shoe Bolts; Wire—Bright Coppered, Tinned, in coils or cut to lengths, etc., is unsurpassed and uniform.

All Jobbers supply our goods

Canada Screw Company, Limited

TORONTO HAMILTON MONTREAL

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED

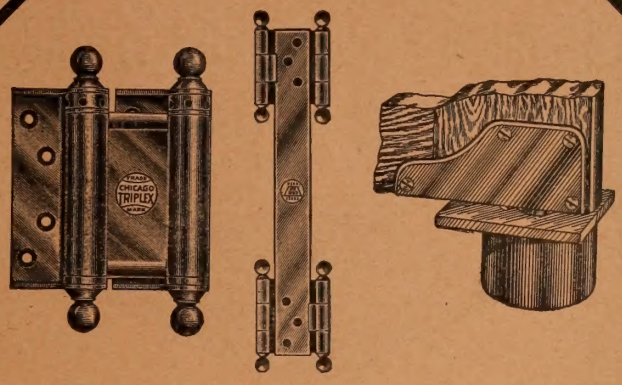


THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

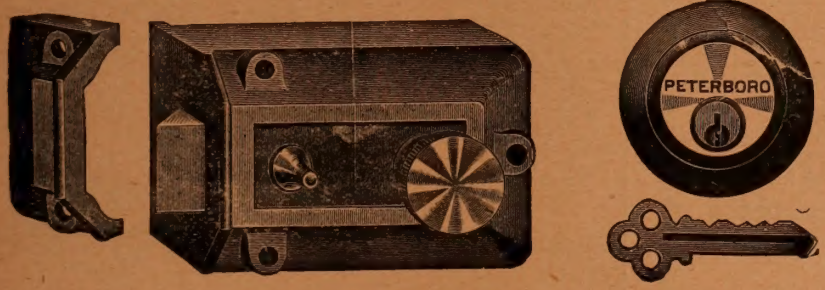
Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO NEW YORK

Send for Catalogue M 26

SAFE - WELL-FINISHED - RELIABLE



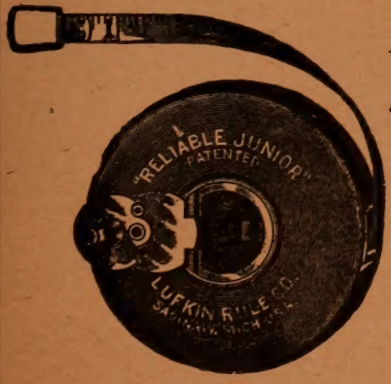
Cylinder Night Latch, No. 103

These are some of the features of our Rim and Mortise Locks and of our Inside, Front and Store Door Sets which commend them to every hardwareman. They are just the line to handle to influence the profitable Builders' Hardware Trade your way. Get our prices.

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario

LUFKIN MEASURING TAPES



Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bent Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD. YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., of Canada, Ltd.

Windsor, Ont.

London Office and Warehouse—24 and 26 Holborn.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

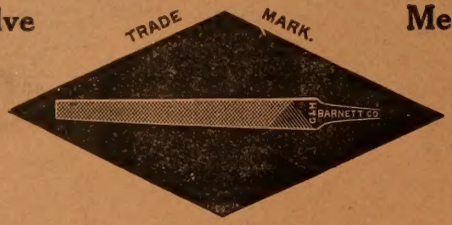


Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve  Medals

Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Practically Indestructible"

EKERT PROCESS
TRADE RADIUM MARK.
PAT. IN CANADA 1907

VALVE DISCS



For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

"APOLLO"

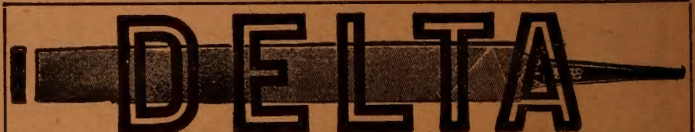
Galvanized Sheet Steel

We carry a stock in all sizes and gauges and can make immediate shipment.

B. & S. H. Thompson & Co.

LIMITED

MONTREAL



TRADE MARK
DELTA

DELTA FILE WORKS

CARVER FILE CO.

PHILADELPHIA, PA.

An independent organization not connected with the trust in any form, shape or manner.

FILES OF QUALITY



The Highest Grade File Made
The File You Will Eventually Buy

BE FILE Particular

AND USE

DELTA FILES

THERE IS A REASON

Absolutely Crucible Steel Used; Highest Grade of Skilled Labor Employed; Consequently, Longer Life and Greater Efficiency, and Economy to the User.

CARVER FILE COMPANY **DELTA FILE WORKS** Philadelphia, Pa., U.S.A.

AN INDEPENDENT ORGANIZATION NOT CONNECTED WITH THE TRUST IN ANY FORM, SHAPE OR MANNER